

Automotive Daily News

PASSENGER TRUCK TIRES TRACTOR ACCESSORIES

Vol. 2. No. 92.

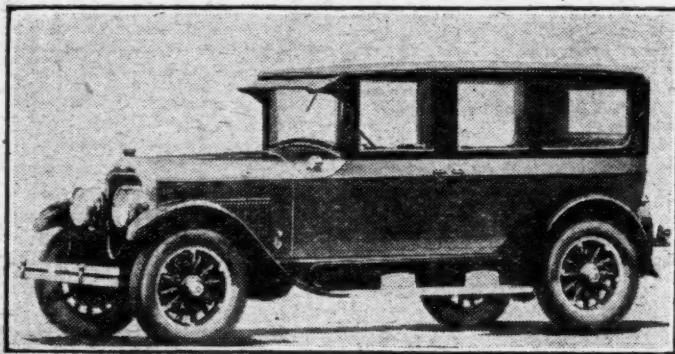
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Automotive Daily News Publishing Corporation

NEW YORK, THURSDAY, JANUARY 7, 1926

Entered as second-class matter Aug. 27, 1925, Post
Office, N. Y., N. Y., under Act of March 3, 1879. 10 Cents, \$12 Per Year

Two Manufacturers Announce New Models New Price Reductions Announced by Dodge Bros., Inc.

Flint in Production On "80" and "60" Lines



New Flint "Eighty" Sedan

Special to the Automotive Daily News

FLINT, Mich., Jan. 7.—In line with the expansive program which has been adopted by the Flint Motor Company since the appointment of R. H. Mulch as vice-president and general manager, several months ago, comes the announcement that the company is now in active production on the two complete new lines which are to take the place of the Flint Six "55" and "40" models.

The Flint "80" which displaces the "55" and the Flint "60" which displaces the "40" will be introduced to the trade and public generally at the New York Automobile Show.

The Flint "80" line includes a complete selection of body styles ranging in price from the five passenger touring at \$1,595 to a seven passenger sedan on a 130-inch wheelbase at \$2,395. The "40" line, featuring a new type of roadster-coupe at \$1,495, lists from \$1,285 for the touring to \$1,575 for the brougham.

New body designs with belt line mouldings and harmonious combinations of two-tone lacquer finishes

are perhaps the most pronounced change from the old models, although equally radical improvements have been embodied in chassis construction.

The "60" is equipped with a more powerful motor than its predecessor, the "40," and has a seven-bearing crankshaft. Both new lines have Lockheed hydraulic four-wheel brakes, oil cleaner, gasoline filter and air cleanser.

Commenting on the new models R. H. Mulch, vice-president and general manager, states that a extensive production

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Detroit, Mich., Jan. 6.—Dodge Brothers price reductions, announced for January 7, are as follows:—

Touring car, \$795 from \$875; roadster, \$795 from \$855; type B sedan, \$895 from \$1,045; special type A sedan, \$1,075 from \$1,280; coupe, \$845 from \$960; panel commercial car \$885 from \$960; screen commercial car, \$810 from \$885; chassis, \$655 from \$730.

Reductions cover the entire list and range from \$205 of the special type A sedan to \$75 on the commercial cars and the chassis.

It was announced by Dodge Brothers, December 15, that when the new prices were released, they would be made retroactive to that date. In accordance with this plan, Dodge dealers all over the field are making out checks to cover refunds to customers.

HOOVER TAKES RUBBER FACTS BEFORE HOUSE

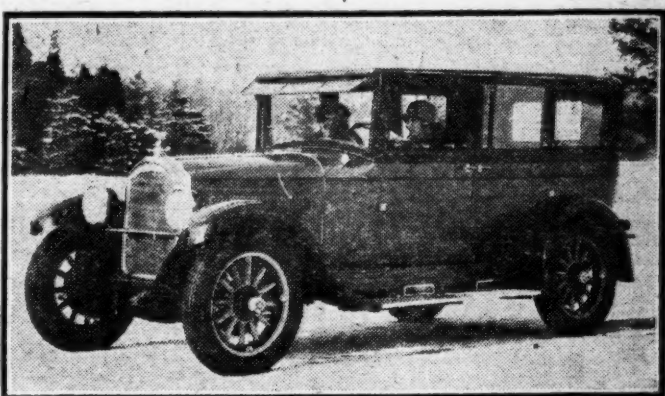
WASHINGTON, Jan. 6.—The curtain was raised today on the alleged gouging of motor car and truck owners in the United States by the British rubber interests, when Secretary of Commerce Hoover appeared before the House Committee on Interstate and Foreign Commerce and introduced evidence to show that the rubber combine is mulcting Americans out of \$700,000,000 a year.

The House Committee, initiating a sweeping investigation into crude rubber price manipulation, was told by Secretary Hoover that the British price gouging affects every user of rubber, but especially 18,000,000 users of motor vehicles, who pay tribute to the monopoly in the cost of at least one set of tires every twelve months.

Secretary Hoover was the principal witness at the opening hearing today. Other witnesses invited to appear were Harvey Firestone, Henry Ford, P. W. Litchfield, general manager of the Goodyear Tire and Rubber Company, and many of the best-known rubber experts in the country.

Secretary Hoover gave the committee the results of investigations made by experts of his department and which already have caused friction between British officialdom and this country.

Willys-Overland Brings Out New Willys-Knight 6



New Willys-Knight Six "Seventy" Sedan

TOLEDO, Jan. 7.—Offered in two body models, touring and sedan, a new Willys-Knight six, known as model 70, is announced by Willys-Overland, Inc. The new car is powered by a sleeve-valve engine and is a companion car, on a slightly smaller scale, of the present Willys-Knight six, model 66, which is now called the "Great Six."

This interesting addition to the Willys-Overland line will be shown for the first time at the New York Automobile Show, opening Saturday. Prices will be announced at that time.

Low lines characterize the new model, and its appearance is suggestive of European body work. It has a wheelbase of 113 1/4 inches, as against 126 inches for the Great Six.

Features of the car worthy of special mention are its seven-bearing crankshaft, mechanical four-wheel brakes, an electric heating device to insure easier starting, double filament lamps in the headlights, controlled by an arm ex-

tending out from the steering post, aluminum cylinder head, new exhaust manifold design and unusually high engine torque.

The engine, with a bore of 2 15-16 and a stroke of 4 1/2, develops 53 brake horse power, and is said to be capable of driving the car at speeds in excess of 60 miles an hour. Amount of torque per cubic inch of piston displacement is claimed to be exceedingly high and to give the car remarkable pulling power on the hills.

The exhaust manifold carries the hot gases expelled from the cylinder.

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NEWRICKENBACKER MODELS AND PRICES

Detroit, Mich., Jan. 6.—"Beginning with 1926," says E. V. Rickenbacker, vice-president of the Rickenbacker Motor Company, "we have discontinued the standard models, but are continuing an improved de luxe type at an advanced price, which includes new body types, new equipment and more luxurious upholstery. Therefore the new prices cannot be considered as a raise, but the prices on a new line of cars."

A comparison of prices follows:—

6-CYLINDER MODELS

	1925	1926	Difference
Touring	Stand. De Luxe	Stand. De Luxe	De Luxe Price
Touring	\$1,495	\$1,750	\$255
Roadster	1,595	1,795	200
Coach Brougham	1,595	\$1,720	1,895
Coupe Roadster	1,695	1,820	1,920
Sedan	1,795	1,920	2,095
7-Pass. Sedan	1,995	2,195	200
7-Pass. Touring	1,995	2,195	200
Coupe Sedan	1,995	2,195	200

8-CYLINDER MODELS

Touring	\$1,995	\$2,150	155
Roadster	1,995	2,195	200
Brougham	1,995	\$2,120	2,295
Coupe Roadster	2,095	2,220	2,320
Sedan	2,195	2,320	2,495

Prices Reduced by Graham Brothers

Detroit, Mich., Jan. 7.—Graham Brothers have announced the following price reductions: 1 ton truck chassis, from \$995 to \$975; 1 1/2 ton truck chassis, from \$1,280 to \$1,245; MMM low chassis from \$1,345 to \$1,295. Motor coaches of which Graham Brothers make a large variety, are proportionately reduced.

FIRESTONE PREDICTS RUBBER PRICE DROP

Birmingham, Ala., Jan. 6.—The peak in rubber prices has been reached, is the opinion of Harvey Firestone, tire manufacturer, who is here on business. He expressed the belief that the decline was only a matter of time.

Note—The 6-cylinder model known as "Coach Brougham" during 1925 will be known as "Brougham" during 1926.

MARMON TO DISPLAY 4-PASSENGER SPEEDSTER

Indianapolis, Jan. 6 (U. T. P. S.).

A four-passenger Marmon speedster will make its bow at the New York Automobile Show, George M. Williams, president of Nordyke & Marmon Company, announces. It will sell for \$100 more than the present Standard and De Luxe line of bodies, he said. In addition, a special line including a five-passenger brougham and a five and seven passenger sedan will be shown.

ROOS NEW CHIEF ENGINEER FOR NORDYKE & MARMON

Indianapolis, Ind., Jan. 6.—Coincident with the annual convention of Marmon dealers here, January 4 to 6, it was announced that D. G. Roos will assume the position of chief engineer of Nordyke & Marmon. Roos came to the Marmon Company a short time ago in the capacity of consultant in the engineering department.

Murray Body Corp. Runs Night Shifts

Special from A. D. N. Detroit Bureau
Detroit, Jan. 6.—Night shifts in several departments are working at the Murray Body Corporation, producing approximately 100 bodies a day. Orders on the books are in excess of 50,000 bodies—enough to keep the expanded plant busy for at least ninety days.

A force of 8,000 men, under the leadership of H. N. Nickerson, general manager, is now working in the plants.

FIVE BIG SHOW ISSUES

AUTOMOTIVE DAILY NEWS will publish special show editions every day during the National Automobile Show in New York next week. These big editions will embody a complete account of ALL the exhibits and ALL those in attendance as well as ALL the happenings and ALL the news of the show while it is NEWS—every day!

Two New Lines Announced By Flint Motor Company

DODGE DEALERS AT DETROIT MEET

About 2,500 Gather for
3-Days' Sessions; To
See N. Y. Show

Special from A. D. N. Detroit Bureau

Detroit, Jan. 6.—The stage is literally set for the Dodge dealers, who will gather here today to the number of 2,500 for a three-days' session of business and entertainment. Almost exactly 2,500 have already registered their intention of being here.

Two captive balloons, one anchored to the roof of the Book-Cadillac Hotel and the other to the roof of a building near the Dodge Brothers' plant, carry banners of welcome. Quarters are reserved at the Book Cadillac and the Statler, and there will be events all the time the men and their families are here.

Thirteen special trains, seven from Eastern points and six from points West, will discharge their loads of Dodge dealers within the quarter hour between 8 and 8.15. Cars and buses will carry them from the station to the Graham Brothers plant and to the plant of Dodge Brothers. In the evening a special program will be given at one of the theaters.

Thursday there will be a special exhibit of Dodge-Graham Brothers products in Convention Hall. The exhibit will be open to the public Friday and Saturday. On Thursday night the annual dinner will be held, followed by a second special theatrical performance.

Friday will be given over to business conferences, and in the evening special trains will carry the Dodge-Graham men to New York in time for the auto show.

Nordyke & Marmon Meet Big Success

Indianapolis, Ind., Jan. 6.—Continued enthusiasm over prospects for business in the coming six months was shown during the second day's sessions of the seventy-fifth annual convention of Nordyke & Marmon, here.

Additional addresses by company officials were given at the sessions, which were attended by more than 300 Marmon representatives from all parts of the country.

That color combinations predominating in women's attire are having much to do with the decorative effects of the 1926 motor car was the statement of A. J. Rogers, stylist for the company. He predicted that next season's cars will feature vivid colors.

The convention will close today after a service meeting at the plant. Delegates will leave immediately afterward on a special train for the New York Automobile Show.

AUTO CARAVAN TO MAKE LONG TRIP

Washington, Jan. 6.—The largest caravan of automobiles ever assembled for long-distance touring will leave Battle Creek, Mich., next August for a three months' tour of the West and Pacific northwest, the American Automobile Association announced here today.

The tour will be conducted under the auspices of A. A. A. and the Michigan Automobile Tours. Approximately 100 cars will make the trip which will last ninety days, sixty of which will be consumed in actual travel.

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schedule is now under way and that the company contemplates the immediate entrance into a forceful advertising campaign of nation-wide scope.

Detailed specifications of the two new lines are as follows:—

FLINT SIX '80'

Motor: Flint special design, "Continental" built, 6-cylinder, L-head, 3 1/2 inch bore x 5 inch stroke; piston displacement, 268 cubic inches; brake horsepower, 65, at 2,400 R. P. M.; torque, 165 foot pounds at 800 R. P. M.; cylinder and crankcase en bloc; detachable cylinder head; crankshaft has 7 main bearings; front, 2 1/2 x 2 inches diameter; center, 1 3/4 x 2 inches diameter; intermediate (4), 1 1/4 x 2 inches diameter; rear, 3 1/2 x 2 inches diameter; camshaft has 4 bearings; bushed throughout driven by Morse silent chain. Pistons are gray iron; valves, intake, size 1 1/2 inches; opening, 5-16 inch; material, one-piece chrome nickel steel; exhaust, size 1 1/2 inches; opening, 5-16 inch; material, one-piece Ascology.

Oiling System: Force feed to all main, connecting rod and camshaft bearings by gear pump; approved type oil filter used; pressure gauge on instrument board.

Cooling System: Impeller type water pump; 4-blade 18 inch fan, driven by V-belt from crankshaft; "Feeders" cellular radiator; water jackets extended below bottom of piston stroke; water capacity, 34 gallons; water temperature indicator mounted in instrument panel.

Starting, Lighting and Ignition: De Jon system; Bendix drive starter; generator easily accessible for removal or brush adjustment; 6-volt, 13-plate USL battery; drum type head lamps, full nickel plated on brass and mounted on forked brackets carried directly to the frame.

Fuel System: Twenty-gallon gasoline tank at rear of car; Stewart vacuum fuel feed system; vacuum tank fitted with gasoline filter; carburetor 1 1/4 inch Stromberg, fitted with air cleaner; combustion intake and exhaust manifold with hot spot on left side of motor; 2 1/4-inch diameter exhaust pipe.

Clutch: Single dry disc; enclosed in fly-wheel; easily adjustable and very smooth acting; extra large friction surface.

Transmission: Three-speed forward and reverse; main shaft mounted on ball bearings mounted amidship on tubular sub-frame with motor.

Universal Joint and Propeller Shaft: Spicer shock absorbing joint between motor and transmission, and Spicer standard joints between transmission and rear axle.

Front Axle: Reverse "Elliot type" "I" beam forgings, especially designed for 4-wheel hydraulic brakes and for easy steering; wheel bearings, "Timken" taper roller.

Rear Axle: Semi-floating; pinion shaft and differential mounted on extra large ball bearings; wheel bearings "Timken" taper roller, adjustable from outside; spiral gear and pinion; pinion shaft and pinion drop forging machined integral and driven by splines instead of keys; axle shafts removable without dismantling the axle; ratio 4.77-1.

Steering Gear: Ross-Warner semi-irreversible cam and lever type, with variable ratio; ball thrust bearings and bronze bushings; ratio 9-15-9, especially adapted to balloon tires.

Frame: 5-32 steel, 5 1/2-inch channels, 165 inches long; reinforced with six cross members and tubular motor sub-frame.

Brakes: "Lockhead" hydraulic 4-wheel internal expanding; 14 inch diameter drum. **Springs:** Semi-elliptic rear, 5 1/2 inches long x 3 inches wide; front, 3 1/2 inches long x 2 inches wide; very easy riding.

Lubrication: "Zerk" pressure feed system.

Wheelbase: 5-passenger, 120 inches; 7-passenger, 130 inches.

Prices: Touring, \$1,595; roadster, \$1,945; sport-touring, \$1,945; coupe, \$2,045; 5-passenger sedan, \$2,195; 7-passenger sedan, \$2,395.

Flint Six '60'

Motor: Flint special design, "Continental" built, 6-cylinder, L-head, 3 1/2 inch bore x 4 1/2 inch stroke; piston displacement, 230 1/2 cubic inches; brake horsepower, 56 1/2 at 2,600 R. P. M.; torque, 140 pounds at 1,100 R. P. M.; cylinder and crankcase en bloc; detachable cylinder head, crankcase has 7 main bearings; front, 1 1/2 x 2 1/2 inch diameter; center, 1 1/4 inch x 2 1/2 inch diameter; intermediate (4), 1 1/4 inch x 2 1/2 inch diameter; rear, 2 1/2 inch x 2 1/2 inch diameter; camshaft has 4 main bearings bushed throughout and driven by Morse silent chain; pistons are cast iron; valves, 1-piece high chrome nickel steel; diameter, 1 1/2 inches; lift, 5-16 inch.

Oiling System: Force feed to all main, connecting rod and camshaft bearings by gear pump; Purolator type oil filter used; pressure gauge on instrument board.

Cooling: Impeller-type water pump, 4-blade, 18 inch fan, driven by V-belt from crankshaft; "Feeders" cellular radiator; water jackets extended below bottom of piston stroke; water capacity, 34 gallons; water temperature indicator mounted on instrument board.

Starting, Lighting and Ignition: Auto-Lite system; Bendix drive starter; generator easily accessible for removal or brush adjustment; 6-volt, 11-plate, USL battery; drum type head lamps; nickel-plated doors, mounted on forked brackets carried directly to the frame.

Fuel System: 16-gallon gasoline tank at rear of car; "Stewart-Warner" vacuum fuel feed system; vacuum tank fitted with gasoline filter; carburetor 1 1/4 inch "Stromberg," fitted with air cleaner; combustion intake and exhaust manifold with hot spot on left side of motor; 2 1/4-inch diameter exhaust pipe.

Clutch: Single dry disc; enclosed in fly-wheel; easily adjustable and very smooth acting.

Transmission: Three speed, forward and reverse; main shaft mounted on ball bearings; mounted amidship on tubular sub-frame with motor.

Universal Joint and Propeller Shaft: "Thermoid" disc joint between motor and transmission, "Spicer" standard joints between transmission and rear axle.

Front Axle: Reverse Elliot type "I" beam forging, especially designed for 4-wheel hydraulic brakes, and for easy steering; wheel bearings "Timken" taper roller.

Rear Axle: Semi-floating; pinion shaft and differential mounted on extra large ball bearings; wheel bearings "Timken" taper roller, adjustable from outside. Spiral gear and pinion; pinion shaft and pinion drop forging machined integral and

Nov. Exports Higher In Farm Implements

Chicago, Jan. 6.—Domestic sales of 108 farm equipment companies in November showed further seasonal recession, declining 22.5 per cent. from October. Export sales, however, gained 3.6 per cent. over October, with the result that the total sales were 17.4 per cent. under the previous month.

TO CO-ORDINATE TRAFFIC MEDIA

G. M. Embarks on Campaign to Eliminate Waste

Special from A. D. N. Detroit Bureau

Detroit, Jan. 6.—Alfred P. Sloan, Jr., president of General Motors announces that with the acquisition by the company of the Yellow Truck and Coach Manufacturing Company, General Motors is planning to promote the scientific co-ordination of rail and road transport facilities thus hoping to aid in the elimination of wasteful transportation methods both within and outside large terminal areas.

The Yellow Truck Company embraces a complete line of GMC trucks, Yellow Coach buses, Yellow Cab light delivery wagons and taxicabs.

Coincident with the contemplated transportation development, Mr. Sloan announces that F. C. Horner of his staff has been appointed assistant to vice-president Alfred H. Swayne, chairman of the corporation's traffic association. Mr. Horner will be in charge of the development of the commercial motor vehicle field on steam and electric railroads. In connection with this announcement, Mr. Sloan said:—

"General Motors has for the past three years, been actively co-operating with the railroad officials in their efforts to apply the truck and bus to the new requirements confronting them in both the freight and passenger carrying fields. The real need for a service of this character was considered by General Motors to be highly important, both from the standpoint of benefits to be gained as large shippers of freight through any improvement in transportation service as well as from the proper expansion of the use of motor vehicles by the carriers.

"Accordingly, under the direction of Mr. Horner, who has been actively engaged in working out transportation and traffic problems since 1914, including several years spent in England and the Continent, a railroad service department was started over two years ago by General Motors for the express purpose of dealing with this problem in a definite manner. This department is purely a transportation engineering research organization, independent of other activities of the corporation; thus permitting a free hand in making impartial surveys involving the application of the motor vehicle to railroad requirements."

GREER BUS SHOW

Chicago, Jan. 6.—A motor bus, taxicab and accessory exhibit will be held in the Greer Building, Chicago, during the National Auto Show, January 30 to February 6.

driven by splines instead of keys. Axle shafts removable without dismantling axle; ratio 4.77-1.

Steering Gear: "Ross-Warner" irreversible cam and lever type with variable ratio; ball thrust bearings; bronze bushings fully adjustable; ratio 9-15-9 especially adapted to balloon tires.

Frame: 3-16 steel, 5-inch channels, 157 1/2 inches long; reinforced with five cross members and tubular motor sub frame.

Brake: "Lockhead" hydraulic 4-wheel \$1,395; Roadster-Coupe \$1,495; Sedan, internal expanding 14-inch diameter drum.

Springs: Semi-elliptic rear, 5 1/2 inches long; 2 inches wide; front 36 inches long; 2 inches wide. Very easy riding.

Lubrication: "Zerk" pressure feed system.

Wheel Base: 115 inches.

Prices: Touring, \$1,285; Roadster, \$1,525; Brougham, \$1,575.

Willys-Overland Brings Out New Willys-Knight 6

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ders around the front of the engine to a heater built over the intake manifold thus providing additional heat to assist the vaporization of the mixture from the carburetor.

The cylinder head is made of aluminum and both the intake and exhaust ports in the sleeves are unusually large and offer an unobstructed passage to the gases. Force feed lubrication, with the pressure regulated by the amount of the throttle opening, provides efficient protection against engine wear.

An electric heating device, known as the Fuemer, makes for easier starting. In cold weather, the driver has only to pull the primer switch and a charge of gasoline is drawn in the Fuemer where an electric current immediately heats and vaporizes the fuel. It is thus made easy to ignite.

Thermostatic temperature control of the cooling water is provided and an air strainer fitted to protect the engine from the entrance of dirt and grit. Clutch and transmission are in a unit with the motor and the hand brake operates on a drum on the transmission. The service brakes apply 60 per cent. of the braking effort to the rear wheels and 40 per cent. to the front wheels.

Body exteriors are finished in lacquer, pyramid gray below the center panel, and black above. A pin stripe of red runs around the body between the two colors.

Detailed specifications are as follows:—

ENGINE

Motor: Six-cylinder, sleeve-valve type, 2 1/2 inch bore, 4 1/2 inch stroke. Piston displacement, 174 cubic inches. Cylinders cast en bloc with removable dome-shaped heads. Horsepower, S. A. E. rating, 20.7; brake, 53 at 3,200 r.p.m.

Crankcase: made of aluminum and oil pan of pressed steel. Pistons of aluminum alloy with three rings. Tabular connecting rods are drop forged from carbon steel and supported on seven main bearings. Bearings are of Chadwick bronze backed with babbit. Weight of shaft, 52 pounds.

Cooling: is by water circulated by a centrifugal pump and with thermostatic control. Radiator is a brass ribbon cellular type. Carburetor is a Tillotson, and a Stewart vacuum tank is used.

Oil pump: is an internal gear, push type with a spiral gear drive from the eccentric shaft. Capacity of the lubrication system is eight quarts. A silent chain drives the generator and sleeve mechanism. It has an automatic adjustment. Spark plugs are located in center of cylinder head.

Ignition: Auto-Lite battery system induction type with coil. System is 6.8-volt single wire with 15-plate, 142-ampere hour battery. Starting motor is of single type with Bendix drive. Generator has third brush regulation with adjustment for changing charging rate.

Lights: include head lamps, cowl lamps, tail light, dash light, dome light, stop light and dash lights. Head lamps are 21 c.p. bifocal, controlled by dimming switch mounted on steering post.

CHASSIS UNITS

Clutch: Borg-Beck, single plate, dry. Transmission, own make, in unit with clutch and engine. Three speeds forward and reverse. New Departure ball bearings.

Brakes: four-wheel, mechanical. Internal expanding, front; external contracting, rear. Emergency brake, external contracting on transmission.

Rear axle: semi-floating. Gear ratio, 5.11:1. Mather springs, semi-elliptic, chrome vanadium steel. Length, front, 34 1/2 inches; rear, 52 1/2 inches. Gabriel snubbers fitted.

Front axle: drop forged I-beam. Steering knuckle, worm and full gear, ratio, 11:1. Aluminum spider. Frame, 4 1/2-inch deep, 2 1/4-inch wide. Five cross members.

Wheels: artillery type, 12 spokes. Demountable rims with 4 lugs. Balloon tires. Hotchkiss drive. Propeller shaft is hollow tube, 1 1/2 inches in diameter. Fitted with two universal joints.

Gasoline tank capacity: 11 gallons. Wheelbase, 113 1/4 inches.

MOON-DIANA BRANCH AT MEMPHIS CHANGES NAME

Memphis, Tenn., Jan. 6.—The Moon-Diana factory branch here will henceforth be called the Moon Motors Corporation, instead of the Diana Motors Company and will immediately move into larger quarters. Aubrey B. Clapp, for the past year manager of the Flint branch here, will have charge of the Moon-Diana organization.

LINCOLN DEALERS ELECT

Lincoln, Neb., Jan. 6 (U. T. P. S.).—H. E. Sidles has been elected president of the Lincoln Motor Trades Association. Harry Williams was chosen secretary. Other officers elected were Frank Roehl, vice-president; Dee Elche, treasurer.

N. Y. SOLONS PLAN RADICAL CHANGE

Would Make Operators' License Permanent

ALBANY, Jan. 6.—Among the many recommendations to be made to the 1926 Legislature by the Stapley Legislative Automobile Investigating Committee, which has been holding hearings in the principal cities of the state, will be that operators' licenses remain good until revoked and that chauffeurs' licenses be eliminated.

Yearly renewals of operators' licenses would no longer be required, if the recommendation becomes law, and would remain in effect for all time unless revoked. The fee would be slightly more than \$1 as at present. If chauffeurs' licenses are eliminated, as suggested, an operator's license would then be sufficient for both chauffeurs and private owners.

The committee believes that in dealing with the troublesome glaring headlight problem, requiring twenty-one candlepower for headlight bulbs, the matter should be placed in the hands of the commissioner without restrictions and better results would then be obtained.

Restrictions on parking on highways, which has caused many bad accidents, will be recommended by the committee, and also a repeal of the provision requiring autoists to carry their certificates of registration, believing operator's license sufficient.

Other recommendations are:— Providing that a New York autoist who commits an offense in another state for which the penalty in this state is revocation shall have his license revoked here.

Permitting applicants for junior operators' licenses to obtain instructions in driving.

Limiting the width of motor buses to eight feet.

Providing that no luggage can extend beyond the left running board of the car.

Placing on the reverse side of speed limit signs words indicating the end of the limited area.

Exhibits Here for Annual Auto Show

New York, Jan. 6.—Exhibits for the National Automobile Show which begins here next Saturday at the Grand Central Palace are in the city practically 100 per cent., according to show officials. A large proportion of the cars have been here for several days and some have been in the Palace for a week. The same is true of accessories and parts.

The Palace will present a vastly more attractive appearance at this year's show than ever before. A warmth of color will surround the exhibition of the new 1926 models. Depicting the Mediterranean and vistas from Italian landscapes has given opportunity for some wonderful color effects. A profusion of roses—natural, imitation and painted—adds to the general effect.

Practically all of the big hotels are booked almost solid for the period of the show, but first class accommodations for all are assured by the Hotel Association with headquarters at 221 West 57th St.

LESS ACCIDENTS

Austin, Tex., Jan. 6.—Accident charts which have been kept of automobile accidents show a large decrease in night accidents since the headlight law went into effect, according to reports to the headlight division of the Highway Department.

Brightest Year in Auto Industry Ahead, Belief Of Dealers Everywhere

BOSTON, Jan. 6 (U. T. P. S.).—Every dealer and distributor here is confident of a record-breaking year during 1926. There are enough orders now on the books of sales forces here on low, medium and high-priced cars for late winter or spring delivery to insure a successful first quarter of this year.

While the automotive industry throughout the country is in splendid condition the members of the industry here feel that Boston and the rest of New England is in particularly good condition to run up a record year. There is not a strike of any consequence in the six states. Practically every factory and mill is running at full time and scores of them at capacity. The use of motor cars both passenger and commercial types, is steadily increasing here and officials of all the states in this group are co-operating toward the success of the automotive industry both in the matter of equitable legislation and the building and maintaining of highways.

The Chevrolet announcement of a price cut at once jumped the sales of that car in all models. W. C. Sills of the Sills-Chevrolet Company, distributor, states that the sale of this car should lead throughout the country, and that Boston will be the top city in the sectional list.

The Dodge price cut announcement, although the actual amount of the cut has not been made public, has kept the salesmen at the Henshaw Motor Company on the jump all the week.

In the six-cylinder field there is much speculation and interest in the new General Motors car, which will be put out by the Oakland. The price situation, while muddled a bit now, will straighten itself out, it is thought, after the New York show and the period between the closing of the New York show and the Boston show, which comes early in March, will be a great period, it is believed.

The big change of the week here was the taking over of the Studebaker dealership by its new owners. These men have bought the Donovan Motor Company from Joseph S. Donovan, who is retiring from business after having made a million in Studebaker. The firm's name has been changed and in the future will be known as the Studebaker Sales Company of Boston. The new executives will be George W. Sweet who comes from South Bend, Ind., where he served as assistant sales manager of the Studebaker Corporation of America, Gerald M. Sullivan, vice-president, who has been associated with the Paul G. Hoffman Company, Studebaker distributor at Los Angeles, and F. N. LaPierre, treasurer who was manager of the branch accounting department of the Studebaker Corporation at South Bend.

The Jeffrey-Nichols Company, Hupmobile distributor, is in receipt of a letter of congratulation from the home office stating that it was third among the distributors of this car throughout the country. A special train of five Pullmans with baggage car and dining coach left here today for Detroit carrying New England delegates to the national convention of Dodge dealers.

F. A. Kimball, vice-president of the Henley-Kimball Company, states that from now on an Essex car may be bought for a down payment as low as \$195 and a Hudson for as low as \$290, with monthly down payments that will be made very low.

Newark Dealers Await Annual Show

Newark, N. J., Jan. 6.—Now that the holiday rush is at an end, local automobile dealers are busily engaged in putting their houses in order for the contemplated business of the early part of the coming year.

The rapid approach of the nineteenth annual Newark automobile show is an added incentive to salesmen. Many actual retail sales are expected to be made on the opening night of the show.

The general opinion among local automobile men—dealers and distributors alike—is that business conditions are taking on a rosy hue here. The whole of the industry in Newark and surrounding territory is apparently satisfied with the results accomplished during the

Distributor Doings

TO HANDLE PEERLESS

Dallas, Tex., Jan. 6.—Transfer of the Peerless distributorship from the Dallas branch of the Peerless Motor Car Corporation to the Morten Motor Company became effective January 1.

Headed by E. W. Morten and under the active direction of C. L. McNulty, vice-president and general manager, the Morten concern has been successfully established in the Dallas automotive trade for several years.

TRANSFER BRANCH

Evansville, Ind., Jan. 6.—The retail Hudson and Essex dealership at Mount Carmel, Ill., operated by the Wabash Valley Motor Company, local distributor, has been turned over to W. C. Reed, who has been managing the branch for the Wabash company, it was announced today. The branch will be supplied through the Wabash Valley Company.

PREDICTS BIG YEAR

Minneapolis, Jan. 6.—W. R. Stephens, general sales manager for the Pence Automobile Company, Buick distributor in the Northwest, predicts that the first quarter of 1926 will be "the biggest quarter we ever have had for the same period." The new year's business will exceed by 10 to 15 per cent. the business done in 1925, which was a very good year, Mr. Stephens said. Business during the year just closed was 20 to 25 per cent. better than in 1924, the Pence representative states.

FIRM INCORPORATED

Washington, Jan. 6.—The Neumeier Motor Company, metropolitan distributor for Hudson and Essex, was incorporated today with no change in personnel.

W. G. Neumeier, brother of E. H. Neumeier, who founded the company and who is still active head of it, becomes vice-president and Frank Baum, who has been responsible for the maintenance end of the business, is secretary and treasurer.

IN NEW BUILDING

Tillamook, Ore., Jan. 6 (U. T. P. S.).—Williams & Williams, Tillamook county distributors for Chrysler, Overland and Willys-Knight cars, have recently completed a new home, which is one of the largest salesrooms in this section.

SALES INCREASE

Columbus, O., Jan. 6.—During the year just closed, 15,631 new automobiles and 61,995 used cars were sold in Franklin county, according to the report of the clerk of courts. Sales of new cars were almost 25 per cent. greater than those in 1924.

past year and safely figures that 1926, based on business transacted in 1925, will be one of the most prosperous years in the automobile industry since the close of the World War.

An insight into local conditions can be secured from the fact that every available inch of space at the forthcoming show has been accounted for, and the show management is at its wits' end to find a way to accommodate those who are clamoring to get in.

Repossessed Cars Burden to Dealers

Salem, Ore., Jan. 6 (U. T. P. S.).

—Automobile dealers who have been compelled to repossess automobiles sold on the payment plan because of failure of the purchaser to meet his payments, will find themselves in a most embarrassing position when it comes to obtaining a transfer of license for the repossessed machine.

The state law requires that before a 1926 license can be obtained for any machine, the applicant must produce a certificate of title, showing ownership of the machine in question. It also provides that, in the event of the transfer of ownership of a car, the former owner must indorse the certificate of title showing that he has relinquished his title to the machine in question.

Some 200 would-be owners of automobiles, who have failed to meet their payments and have thereby lost their cars, have refused to indorse the certificates of title, showing transfer of ownership of the machine back to the dealer, and, according to Attorney General Van Winkle, this indorsement is absolutely necessary to the issuance of a new set of license plates.

TEXAS XMAS AUTOS REACH \$1,000,000 TOTAL

Dallas, Tex., Jan. 6 (U. T. P. S.).

—Santa Claus left a million dollars' worth of automobiles in Texas on his annual visit this year, or provided for delivering them in a few days, according to reports from automobile distributors, retailers and associations in various sections of the state. This was about a 100 per cent. increase when compared with the Santa Claus trade a year ago.

There were more than 1,000 automobiles delivered to Texas homes on Christmas morning.

Used Car Stocks Show Little Sign of Decrease

LOS ANGELES, Cal., Jan. 6.—Sales of used cars have dropped off materially, the decline having been felt since the middle of December. While other branches of the auto business were depleting their stocks during the Christmas rush, used car managers were bending every effort toward moving ever increasing stocks.

Despite this slackening up of sales, this period, according to most dealers interviewed, is better than the post-holiday season a year ago, and, further, all are agreed that sales will increase materially within the month.

Dealers freely admit that they are not able, as yet, to meet the new conditions that have arisen in the used car field, following inauguration of the low down-payment plan on certain makes of new cars. Some time ago one southern California dealer pointed out that the new low down-payment on a new car forced down the total price possible to ask for a used car of the same make.

"Nowadays the used car merchant, more than ever before, must take in cars at a figure that will allow him to make a profit on the probable market price thirty days hence, or whatever the average length of time that it takes him to move his stock. In short, he must buy for next month's market, not today's," states one dealer.

"You can see that if a dealer only moves his stock every three months and buys on the assumption that certain makes are going to drop, because of impending changes in the terms of sale of new cars, that merchant must battle the competition of the other merchant who is

able to move stock quickly, pay the current price for a used car, and sell within a couple of weeks, at a profit.

"Frankly, right now even those who do nothing but a used car business stand little chance of making money, and a big chance of losing a lot.

"The only hope right now is that dealers already selling on low down-payment basis find the plan impractical and abandon it. If they don't, other makes of cars will be forced to follow suit in self-defense."

E. L. Erickson, sales manager of the Cowman Motor Company, Moon dealer, reports that the used car department is moving all closed models readily.

"You can't give a touring car away any more," says Erickson, "unless you do it up with a California top. In fact, many dealers are resorting to this practice to move their open model stocks with which they have been stuck."

The Troy Motor Company, Nash-Ajax distributor for Southern California, Arizona and part of Nevada, reports sales as good as compared with a year ago, but somewhat lower than last month. This big distributing organization looks for a big year for the entire industry, and is preparing accordingly.

Boogar & Gillingham, Hudson-Essex dealers, report that their used car business is about normal, with expectations of added impetus coming to their business with the new year.

Higher Than in '24 Kansas City Sales

Kansas City, Jan. 6.—The year 1925 closed with sales more than 100 per cent. higher than at the close of 1924 for the W. J. Birrell Motor Company, dealers in used Fords exclusively. "I never have seen anything like it," W. J. Birrell, president of the firm, declared. "We sold and delivered four cars the day after Christmas and the business is keeping up well." Business, Mr. Birrell said, also was in a substantial gain over the week previous.

for Economical Transportation



CHEVROLET REDUCES PRICES

Effective January 1, 1926

Touring ..\$510	Coach\$645
Roadster \$510	Sedan\$735
Coupe\$645	1/2-ton truck, \$395 (chassis only)
1-ton truck\$550 (chassis only)	

ALL PRICES F. O. B. FLINT, MICHIGAN

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Q U A L I T Y A T L O W C O S T

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

Published Every Day Except Saturday and Sunday by
AUTOMOTIVE DAILY NEWS PUBLISHING CORPORATION,
25 City Hall Place, New York, N. Y.

DETROIT BUREAU, 2-144 GENERAL MOTORS BUILDING, EMPIRE 3509

Entered as second-class matter August 27, 1925, at the post office at New York, N. Y., under the Act of March 3, 1879.

O. J. Elder, President; George M. Slocum, Vice-President; G. L. Harrington, Treasurer; Alexander Johnston, Secretary

THURSDAY, JANUARY 7, 1926

Advertising Headquarters—1926 Broadway, New York, N. Y.
Harry A. Tarnantous, Advertising Manager, George M. Slocum, Manager Detroit Bureau, General Motors Building, Detroit, Mich., C. H. Shattuck, Western Manager, 165 North Michigan Ave., Chicago, Ill., Metz B. Hayes, New England Manager, Little Building, Boston, Mass., Blanchard, Nichols & Coleman, American National Bank Building, San Francisco, Cal., Lincoln Building, Los Angeles, Cal.; 1637 Henry Building, Seattle, Wash.
Address all advertising, cuts, copy and correspondence for New York office to 1926 Broadway, New York City.

Editorial Department—25 City Hall Place, New York, N. Y.

Alexander Johnston, Editor; Don Wallace Robinson, Managing Editor; Walter Reynold, Editor Detroit Bureau, Detroit, Mich.; Contributing Editors: John C. Wetmore, Clyde Jennings.

SUBSCRIPTION RATES

United States and Possessions and Canada: One Year, \$12.00. Six months, \$6.00.
Single copies 10 cents.
Foreign subscriptions: One year, \$15.00. Six months, \$7.50.

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Frontiers of Industry

ANY one who thinks that romance has altogether departed from business in this era of standardization is vastly mistaken. And we do not mean the romance of great financial and manufacturing developments, but the raw romance of exploration and fights for life, of gun shots and sudden death.

Out beyond the manufacturing plants, the business offices and salesrooms of modern business there is a far flung picket line of hardy adventurers, who serve the cause of commerce in much the same way that our forefathers served when they turned their faces toward the setting sun on the historic overland trail.

Take two industries which contribute largely to make possible our own automotive endeavors, oil and rubber. In almost every land and clime there are hardy souls today searching for new traces of the ever more precious petroleum and for land adapted to growing the valuable rubber tree. These men traverse the deserts of Asia, they explore the savage islands of the Far East, they penetrate the jungles of South America. They lay down their lives on occasion and once in a long while they make discoveries that send a thrill through the offices of great corporations and cause Wall Street to prick up its ears in hope or apprehension.

And the net result of years of hardship, of suffering, of illness and possibly death is a tiny item tucked away on the financial sheet of a newspaper to the effect that "traces of oil have been discovered at a remote district of wildest Borneo," or that an "interior district of Haiti has proved to be particularly well adapted to the growing of rubber trees."

Kipling once wrote a story on "The Outposts of Empire." The world has shrunk since Kipling first thrilled it with his tales of distant frontiers, but in spite of all that electricity, gasoline, steam and prohibition can do, we still have our "outposts of commercial empire," to whom we owe much more than their meager wages.

Export Growth

PRELIMINARY surveys of export operations during 1925 indicate that sales of American automotive products in foreign lands will show a gain of 60 per cent. over those of the previous year. We have this from Dr. Julius Klein, chief of the Bureau of Foreign and Domestic Commerce in Washington.

This condition brings with it a satisfaction far greater than the mere elation of increased sales. It indicates unerringly the growth of prosperity all over the world. It shows that other nations are beginning to recover from the post-war period of exhaustion. It reflects in some slight measure, probably, the improved relations among the late enemy nations which signalized the closing months of the year. There is every reason to hope that next year will see this development deepened and accelerated.

The export increase in 1925 is satisfactory as a business condition, but it is infinitely more cheering as an indication of what we may expect this year and in the years to come.

This is the time of year when, with all the surprises announced for the shows, the automotive world becomes very much like the small boy during the week before Christmas.

Uncle Sam has just announced his Christmas present to his nephews. It takes the shape of \$73,125,000 handed over to his good girls and boys to help them build more roads to motor over.

CALIFORNIA BIG WINTER MARKET

Has Had Big Year: December Registration Gains

By JOHN C. WETMORE

Los Angeles, Jan. 6.—Old John Wetmore sends New Year greetings to the folks at home. May they all in 1926 have a full measure of the California kind of prosperity in their business and in their lives have their hearts brightened with the California sort of sunshine.



It is around show time that I most miss the dear old friends back East. Happy memories arise of the annual round-up of the factories, the rush to get out the special supplements, the cordial hand clasps in the aisles and booths of Grand Central Palace and the ever present enthusiasm that always fills the outlook for the new year full of hope, confidence and gladness. My hand is stretched across 3,000 miles of prairies and mountains to greet you and wish you California luck in the new year.

At the start of the show season, I know how motor car makers and merchants, in making their calculations for the coming year, first look to California not only as a life-saving winter market but as a sure prospect for close to 10 per cent. of the year's output. First of all, get it under your skin that California is now, always has been and will be for years to come a white spot on the business map at large and the automobile map in particular.

California has had a big automobile selling year, only 10 per cent. behind the banner year of 1923, yet likely to wind up close to 17 per cent. ahead of 1924. In the first fifteen days of December, according to Motor Fax, the Southland's statistical daily, 5,744 new passenger cars were registered in southern California, as against 7,066 for the entire month last year. This points to the registration of at least 15,000 new passenger cars in the entire state in the wind-up month of 1925, as against 11,724 last year. Here's the picture of California's sales of new passenger cars in 1925, 1924 and 1923, according to Motor Registration News figures, for you to mull over. It tells the whole story of California's automobile business during the past three years.

	1925	1924	1923
January	16,044	12,296	13,750
February	13,046	14,398	15,790
March	18,020	19,857	21,703
April	17,106	15,635	20,190
May	17,865	14,519	22,594
June	18,167	14,809	20,688
July	19,227	14,633	19,549
August	17,574	14,099	18,109
September	16,221	14,234	16,558
October	19,685	14,415	20,203
November	21,894	11,789	19,477
Total 11 mos.	188,843	162,063	208,446
December	11,724	11,724	15,607
Total for year	200,567	173,787	224,053

It was not until April that aggregate sales got ahead of 1924 registrations. As usual good buying following the usual December, January and February slow-down started in March; but it was April before monthly sales began to run ahead of those of the corresponding months of 1924. From then on every month showed gains over the corresponding month of the previous year, until by the end of November they were 26,180, or 16 per cent. ahead of 1924 during the same period and 15,043 more than were registered in the entire year of 1924. November was the only 1925 month whose registrations were greater than those of the corresponding month of 1923.

All this time the motor truck dealers were giving the passenger car merchants a close run, having registered up to the end of November 16,608 new commercial cars as against 14,768 during the same month of 1924, a gain of 1,840 sales, or 12 per cent.

News of State and City Shows

Philadelphia, Jan. 6.—The list of exhibitors who have subscribed for space at the twenty-fifth annual Philadelphia Automobile Show, which will be held in the Commercial Museum from January 16 to 23, indicates a greater interest in this year's exhibit than ever was shown in the past. There will be thirty-nine exhibitors representing forty-eight different makes of cars, in addition to many accessory exhibitors, at the show.

In the list of cars to be shown are three new makes, but several oldtimers who have no Philadelphia representation at present, are missing. The cars to be exhibited range in price from a few thousand dollars to cars exceeding the \$10,000 mark.

The following is the list of cars and exhibitors: Duesenberg—Pennsylvania Duesenberg Company. Cadillac—Cadillac Motor Company. Auburn—Teedy-Seltz Motor Company. Franklin—Harris, Leroy & Clark, Inc. Studebaker—Studebaker Sales Company of Philadelphia. Reo—Hurley Motor Company. Case—George W. Reinhold Company. Oldsmobile—Larson Oldsmobile Company. Dodge—Thornton-Fuller Automobile Company.

Paige and Jewett—Guy A. Willey Motor Car Company. Stutz—S. R. Blocksom Motor Company. Hudson and Essex—Gomery-Schwartz Motor Company. Studebaker—Studebaker Sales Company of Philadelphia. Cleveland and Chandler—Herbert Brothers.

Pierce-Arrow—Fess-Hughes Company. Kissel and Stearns—La Roche Brothers, Inc. Peerless—Peerless Motor Company. Ford and Lincoln—Ford Motor Company. Buick—Buick Motor Company. Rickenbacker—Rickenbacker-Philadelphia Company. Oakland and Pontiac—Oakland Motor Car Company.

Hupmobile—Harper & Harper. Willys-Knight and Overland—Willys-Overland, Inc. Chrysler—DeBear Motor Car Company. Marmon—Marmon Philadelphia Company. Nash and Ajax—Roberts Nash Motor Company. Rolls Royce—Pennsylvania Motors, Inc. DuPont—J. J. Vandergrift, Inc. Locomobile—Locomobile Company of Pennsylvania, Inc.

Gardner—Washburn Motor Company. Moon and Diana—Moon Motor Car Company of Philadelphia. Flint—Penn-Flint Company. Dilling—Dilling-Dobbin Company. Chevrolet—Chevrolet Motor Company. Star—Durant Motor Company. Elcar—Twentieth Century Sales Company.

McFarlan—D. W. Durkin. The following accessory exhibitors reserved space in the show: George W. Nock Company, J. H. McCullough & Son, Keystone Lubricating Company, Westinghouse Air Spring Company, Gaul, Derr & Shearer Company, H. C. Roberts Electrical Supply Company, Auto Equipment and Service Company, Cahall Motor Supply Company, Supple-Biddle Hardware Company, Walz Auto Supply Company, Gabriel Snubber Sales and Service, R. C. Wall Manufacturing Company, P. D. Q. Company, Walton Pilgrim Company, McCarthy Brothers, Inc., Philadelphia Motor Accessories Company, Churchville Manufacturing and Laboratories Company.

Lacy L. Redd & Co., G. W. Dickel & Co., Sal De Lite Sales Corporation, Earl McLeane, William E. Driver, Casanova Supply Company, Inc., Buckley & Scott, Inc., E. P. Rotzell Company, Veedan Air Spring Company, Inc., A. R. Justice Company, Ajax Wrench Corporation, Simplex Sales and Service, Dot Lubricator Company of Eastern Pennsylvania, Inc., Watson Stabilator Company, Easy Seat Sales Agency, Motor Ignition Company, Vulcan Auto Parts Company, B. M. B. Importing Company, Standard Register Company, J. F. McCrossen Company, Lanagan & Hoke, Cravens Company of Philadelphia, Hassler Philadelphia Motor Company, Inc., The Hall Thompson Company.

TO DISPLAY EQUIPMENT

Montreal, Jan. 6.—One of the striking features of the coming Montreal Motor Show, which will be held in the Morgan Building from January 23 to 30 by the Montreal Automobile Trade Association, will be the automobile equipment floor, where the visitors will find the largest number of exhibits ever seen at the National Motor Show of Eastern Canada.

Apart from the extensive line of automobiles, trucks and motorcycles, which will include the newest models out in January, the public will be able to visit booths of automobile equipment manufacturers.

jobbers and dealers, not only from Montreal and other points in Canada, but from the United States.

HAS 37 EXHIBITORS

Newark, N. J., Jan. 6.—Thirty-seven different makes of cars will be seen at the forthcoming Nineteenth Annual Newark Automobile Show, to be held at the First Regiment Armory during the week of January 16-23. All the space has been allotted and, coming as it does, immediately following the close of the New York show, several of the latest models displayed in New York will be forwarded for display at Newark.

PLAN SPRING SHOW

Indianapolis, Ind., Jan. 6.—John Orman, manager of the Indianapolis Automobile Trade Association, has announced that the 1926 spring Indianapolis auto show will be held February 15 to 20 at the state fair grounds.

HARTFORD PLANS COMPLETE

Hartford, Conn., Jan. 6.—Plans for the annual Hartford motor car show, which is to be held in the state armory the week of February 21 to 28, are complete. There are thirty-four dealers in the local association who are exhibiting.

TO HOLD SHOW

Manchester, N. H., Jan. 6.—Manchester, called the silk town of the United States, is to have an automobile show all its own February 2 to 6 at the state armory and will be given by the members of the state militia. Gov. John H. Trumbull has been asked to officially open the show.

HEAVY SPACE DEMAND

Des Moines, Ia., Jan. 6.—Secretary of the Motor Trades Bureau, C. G. Van Vliet, reports that demand for space at the Des Moines Automobile Show, to be held during the week of February 15 in the Coliseum, is the heaviest in the history of the show. All available space has been contracted for. Mr. Van Vliet and Dean Scholier, co-manager, are suggesting to numerous large spaceholders the advisability of releasing some room to additional exhibitors.

PLAN \$50,000 SHOW

Grand Forks, N. D., Jan. 6.—Ten distributors of sixteen different makes of cars will be represented at the \$50,000 Automobile Show to be held in Devils Lake, N. D., the second week in February. The Civic and Commerce Association is sponsoring the affair.

SET SHOW DATES

Sheboygan, Wis., Jan. 6.—The automotive division of the Sheboygan Association of Commerce has set the dates of February 4, 5, 6 and 7 for its annual automobile show. The gymnasium of the new high school will be used for the display room. Charles F. Pratt is secretary of the show committee.

SPACE GOING RAPIDLY

Akron, O., Jan. 6.—More than two-thirds of the 43,700 square feet of floor space available in the new B. F. Goodrich Company warehouse has been allotted to exhibitors for the coming automobile show, according to H. E. Bennett, secretary of the Akron Automobile Dealers Association. The show will open January 30 and will close February 6.

26th Annual NATIONAL AUTO SHOW JAN. 9 to 16 THE BIG SHOW BACK IN THE PALACE
OPENS SATURDAY 2 P. M.
Daily thereafter (except Sunday)
10 A. M. to 10.30 P. M.
TWO ENTRANCES—Park Avenue
in addition to Lexington Avenue
GRAND CENTRAL PALACE
Adm. 75¢

**There's
a New
Jewett
Six Sedan
at
\$995**
F.O.B. Detroit

**There's
a New
Paige
Sedan
at
\$1495**
F.O.B. Detroit

Paige-Detroit Motor Car Co.,
Detroit, Michigan

Gentlemen:—Without obligation, you may send me
information about the Paige-Jewett franchise.

Name _____

Address _____

A. D. N.

(719)

Wintry Weather Infuses New Life In Accessory Sales

PHILADELPHIA, Pa., Jan. 6 (U. T. P. S.).—The coldest snap of the winter caused a renewal of trade in shutter-fronts, radiator and hood covers, steer warmers, heaters, robes, anti-freeze solutions and driving gloves and accessory distributors and dealers are in an optimistic mood as the new year starts.

A run like this, coming on top of a highly satisfactory holiday business, makes the outlook, extremely encouraging. Then, too, the exhibits at the forthcoming automobile show are heavily counted upon to provide long prospect lists, as well as a fair number of sales on the floor.

It is understood that salesmen will be coached to be more than ever on the alert in passing out distributor as well as factory literature all through the show and to carefully check up on all names and addresses of those who call and examine the merchandise.

There has been some business in the large, or shop equipment end, according to reports from accessory and shop equipment specialists. Especially have garage heater, small hand tools and bench equipment been in the demand for the past week.

LONG BEACH, CAL.

Long Beach, Cal., Jan. 6.—The holiday season just past proved to be one of the best ever experienced by local accessory dealers, who reported an unusually heavy trade in accessories for Christmas presents, accounted for largely by a great deal of consistent Christmas advertising, timely window displays, and form letters.

Motometers, bumpers and wind wings continue as leading sellers.

F. L. MacKenzie of the MacKenzie Automobile Supply Company, reports a sudden demand for automobile heaters, which are not generally stocked. He is ordering a quantity of them and looks for quite a run on them.

Sales for the year just closed indicate that the accessory business all in all has been most satisfactory, and the new year is opening up with promise of it exceeding 1925 in volume of sales.

C. A. Wiley, of the Wiley Motor Stores, and C. L. Barnett of Barnett & Co., as well as C. H. Christensen of the Christensen Auto Supply Company, all look forward to a good accessory year.

SAN ANTONIO, TEXAS

San Antonio, Tex., Jan. 6.—Sales in spare parts are holding up well according to L. B. Cook, manager of the spare parts department of the Winerich Motor Sales Company, of this city. The sale of spare parts for this firm averaged about 80 per cent. of 1924's business, Mr. Cook stated, due to the unfavorable conditions.

This, however, will be a good showing when compared to the new car sales, which are running about 50 per cent. of last year. There is a steady demand for motor parts, with rear axle parts second.

SAN FRANCISCO

San Francisco, Jan. 6 (U. T. P. S.).—Reports emanating from accessory firms here disclosed steady sales for the month of December, while yearly summaries

NEW CAR REGISTRATIONS FOR W

States	Ajax	Apperson	Auburn	Buick	Cadillac	Chandler	Chev-rolet	Chrysler	Cleveland	Davis	Diana	Dodge	Durant	Essex	Flint	Ford	Franklin	Gardner	Gray	Hudson	Hupmobile	Jewett	Jordan	Kissel	States
Kansas				1			3	1				2		2		23									Kansas
Louisiana				9	2		16	13	1			13		7	1	80					1	1			Louisiana
Maryland	2		1	45	4	1	89	15	3	2		16	1	17	4	278	1	1		16	15	2	3		Maryland
Nebraska				49	2	1	21	19		1		28		11	2	238				6	8	2			Nebraska
N. Hamp.						1							1			2									N. Hamp.
N. Dakota				1			4					1		4		18									N. Dakota
Oklahoma				45	5		201	19	2			63	1	38	2	997		1		12	4	5	2		Oklahoma
Oregon	6		1	27	3	2	53	14	2			22		22		161	3			4	2	1	1		Oregon
Texas	7			67	6		120	39	2					49	3	1087	3	1		25	12	2			Texas
Utah				4			6					1		2		33	1				6				Utah
Wash'gton	2			13		2	28	5	1			4		16		113	1			5	9	2			Wash'gton
Wyoming				3			5	1				5				13				1					Wyoming

LATEST MONTHLY NEW CAR

The monthly registration figures presented herewith are compiled by R. L. Polk Company, Detroit, Mich. Except where noted, the figures

States	Ajax	Apperson	Auburn	Buick	Cadillac	Chandler	Chev-rolet	Chrysler	Cleveland	Davis	Diana	Dodge	Durant	Essex	Flint	Ford	Franklin	Gardner	Gray	Hudson	Hupmobile	Jewett	Jordan	Kissel	States
Alabama	14			236	14	13	752	125	19			183	1	168	22	4897	2			89	18	3			Alabama
Arizona	11			70	6		126	38	2			67	1	18		228	2	1		24	12	12			Arizona
Arkansas	2			49	4		93	37	2			46	4	35	1	1357	1		2	8	3	1	1		Arkansas
California	181		31	1410	255	142	1851	663	85			1127	22	1424	48	8464	40	30	2	885	226	327	114	10	California
Colorado	16			208	26	1	357	91	5			165	10	88	10	1224	1	6		62	18	22	1		Colorado
Conn'ticut	6	1	10	367	88	19	265	214	17	3		117	2	210	30	724	17	3	3	144	73	40	9	4	Conn'ticut
Delaware				31	14		43	8	5			12		19	1	238	1			8		2			Delaware
Florida			2	63	26	4	153	98	5			143		100	2	556	2	3		76	35	11	19		Florida
Georgia	4		2	125	21		156	38	1			63		67	10	1535	9			42	19	10	4		Georgia
Idaho	5			62	4		146	25	3			35		30		574				10	11	7			Idaho
Illinois	36		39	595	127	42	702	188	23		7	287	4	255	34	2258	34	9	9	132	215	53	62	10	Illinois
Indiana	28		15	251	38	10	389	127	24			134	2	230	7	2033	1	2	3	82	52	24	17	5	Indiana
Iowa	10		4	188	10	3	534	70	8			98	2	147	7	2504		2		44	22	13	1	3	Iowa
Kansas	6			124	7	1	263	65	7			89		132	2	1503	1		2	52	8	11			Kansas
Kentucky	4		1	117	9	9	252	56	3			80	3	71	7	1297	4	1		41	27	12	2		Kentucky
Louisiana	14			116	14	4	332	92	10			160	1	99	13	2943	1			56	11	3		1	Louisiana
Maine				56	14	2	43	19				15		62		150	2			22	2	5			Maine
Maryland	5		1	192	22	16	297	70	15	1		66	2	85	16	1106	11	1	1	41	41	7	17		Maryland
Mass'setts	18		20	659	99	80	343	305	38	5		200	7	633	50	2585	44	6	1	327	69	46	38	9	Mass'setts
Michigan	40		12	990	120	30	919	262	48			194	5	785	59	5711	6	1	5	370	102	68	30	3	Michigan
Minnesota	20		5	267	15	2	633	57				85		224	3	2853	3	6	1	59	40	27	5	2	Minnesota
Mississippi	5			133	18	3	766	127	1		1	238	9	60		3719	2			67	5		2		Mississippi
Missouri	21		7	318	50	21	565	83	19			210	3	260	7	3608	18	18	1	121	76	32	6		Missouri
Montana				8	2	3	21	10	1			12		6	1	75	1			2	1	3			Montana
Nebraska	3			56	5	1	153	34	5			41		33	8	683	1	1		12	4	3	3		Nebraska
Nevada																									Nevada
N. Hamp.	3			43	7	7	43	12	6	2		13		57	3	250	4	2		27	3	5		3	N. Hamp.
New Jersey																									New Jersey
N. Mexico	2			41	4		61	33				31		8		378				5	2				N. Mexico
New York	38		20	903	133	91	953	343	62	1		253	5	529	32	3009	58	6	1	270	134	57	84	2	New York
N. Carolina	22			337	25		804	229	4			314	2	216	4	4345	8			136	18	5	1		N. Carolina
N. Dakota	2		2	45	1		197	20	2			15	1	30		959			1	8	3	2			N. Dakota
Ohio	14		5	311	40	25	396	110	47	2		131	6	245	11	1556	10	1	2	54	73	32	25	2	Ohio
Oklahoma	9			205	22	1	920	84	8			262	5	163	6	4224		1		64	15	17	10		Oklahoma
Oregon	25		3	139	18	2	294	76	13			103	2	176	5	1251	6	5		51	19	18	4		Oregon
Penn'vania	38	1	31	1134	152	140	1405	533	99	5		442	17	653	72	4902	74	22	12	409	166	152	123	4	Penn'vania
Rh. Island	5		5	125	26	12	53	59	7	2		49		74	9	247	8	4		33	9	18	3	1	Rh. Island
S. Carolina				81	2		254	55				99		106	1	1801	6			55	9	6	1		S. Carolina
S. Dakota	11			79	2	1	229	49	2			55		42		940				14	11	4			S. Dakota
Texas	23		8	493	53	5	1224	288	4			422	10	359	10	7365	17	4	1	188	64	18	8		Texas
Utah	8			33	3	2	75	16				26	1	31	2	308	1			2	17	16	10		Utah
Vermont	1			99	14	4	74	57	3			41		46	1	186	5	3		30	2	9			Vermont
Virginia	10			131	10	6	404	90	14			117	3	90	8	1897	5	3		46	37	8	5		Virginia
Wash'gton	5			134	6		196	60	3			47		90	1	535		1	2	43	15	14			Wash'gton
W. Virginia	1	1		77	7	10	123	30	7			45	4	40	3	694	3		2	24	8	8	5	1	W. Virginia
Wisconsin	19		1	271	21	9	334	60	23	1		76	1	139	5	1355	5			61	19	12	11	7	Wisconsin
Wyoming				28	3	1	38	13				10		2		77				1					Wyoming
Dis. of Col.	3			81	22	1	124	33	3			26		58	2	487	2	2	1	20	26	12	3		Dis. of Col.

*October figures. †December figures.

showed a slight increase over those of 1924. Some dealers interviewed acknowledged a drop in sales for the month as against those of November, while others claimed heavy output for Christmas sales.

Total summing up of statements gained from seven dealers gives a wide margin to winter accessory sales over others.

SEEK TO ELIMINATE ACCESSORY 'BOOTLEGGER'

Waco, Tex., Jan. 6 (U. T. P. S.).—The regular quarterly meeting of the Texas Automotive Association will be held here on February 20. It was announced this week. Reports of last year's business and prospects for the future will be heard. Prospective legislation looking to elimination of the "bootlegger" of accessories, parts, etc., probably will come up for consideration. C. O. McCauley of Waco is president of the association.

AUTO LAUNDRY

Chicago, Jan. 6.—What is claimed will be the largest automobile laundry of its kind in the world, a one-story structure 200 feet long and 125 feet wide, is to be erected at the southwest corner of Campbell

Avenue and West 58th Street by the Cunningham System, Inc. The building will cost about \$150,000. It is to be ready for operation about the middle of February.

NEW SALES MANAGER

Kansas City, Jan. 6.—Dave Fritzen, former sales manager of the Superior Battery Company here, has been appointed special sales representative for Kansas by the Stewart-Warner Products Service Station, Kansas City distributor of the Stewart-Warner line of accessories.

AT MIAMI

Miami, Fla., Jan. 6.—J. R. Francis, general manager of the Marvel Carburetor Company of Flint, Mich., is at Miami Beach to spend the winter months. Mr. Francis has been head of the carburetor company for the last thirteen years.

MOHAWK STOCKHOLDERS ASK RECEIVERSHIP

Lincoln	Marmon	Moon	Nash	Oakland	Oldsmobile	Overland	Packard	Paige	Peerless	Pierce-Arrow	Reo	Rickenbecker	Rollin	Star	Stearns-Knight	Studebaker	Stutz	Velle	Wills Ste Claire	Willys-Knight	Miscellaneous	Totals	States	
		2	7	3		1	4							2									41	Kansas
1	1		19	4	8	21	4	1	5	1		2				5				3			170	Louisiana
			1		18	15	2				1	1		11		11		1		9	3		612	Maryland
				1																3			458	Nebraska
3		14	6	5	38		1	1		2	4	2		1									6	N. Hamp.
	2		7	7	18	16	3							52		22							30	N. Dakota
	1		10	4	5	46	2	1	2	2	1	2		11		10				4			1551	Oklahoma
1	1	1	3		3									38		32			1	2	1		402	Oregon
			3	10	5	10	1					1								11	1		1639	Texas
			1	4								1	1	9									69	Utah
																		2		2	2		258	Wash'gton
																							40	Wyoming

REGISTRATION STATISTICS

REGISTRATION STATISTICS

are those of November, 1925. In the cases of Nevada, New Jersey and Tennessee registration figures are not available at this time

In the cases of Nevada, New Jersey and Tennessee registration figures are not available at this time																								
Lincoln	Marmon	Moon	Nash	Oakland	Olds- mobile	Overland	Packard	Paige	Peerless	Pierce- Arrow	Reo	Ricken- backer	Rollin	Star	Stearns- Knight	Stude- baker	Stutz	Velle	Wills Ste Claire	Willys- Knight	Miscella- neous	Totals	States	
3	3		79	4	23	92	13	3						36		78		1		30	6	6929	Alabama	
55	51	83	545	520	310	528	185	14	20	52	51	56		67		37				17		834	Arizona	
4	3	5	32	25	28	91	10	1	2	5	10	14		846	7	822	26	27	9	227	123	1823	Arkansas	
7	4	4	72	101	56	151	44	2	7	24	35	9	1	216		84	1	12		32	15	21894	California	
15	7	2	59	23	13	83	17	4	1	7				4	2	166	6	7	4	44	35	2902	Colorado	
9	3	4	44	8	12	25	9	1	1	5		5		12		11				4		3166	Conn'ticut	
1			15	22	29	51	3						1	9		100				40	1	444	Delaware	
85	22	18	213	144	75	269	155	20	13	27	48	20	4	80		26				11	2	1687	Florida	
7	9	4	89	66	104	263	18		1		11	6		109	8	176	9	13	20	158	27	2293	Georgia	
2			28	24	19	137	12	1	2		4	5		34		83	3	8		25	13	1165	Idaho	
1			20	52	15	106	5		1		3			64		36	1	9		30	7	6755	Illinois	
3	4	2	30	11	25	69	14			1	12			74		50	1			30	7	4218	Indiana	
6	3		70	11	46	65	30	2		1	12			16		52	2	1		12	3	4051	Iowa	
1			17	4	9	27	3	1		7	4	2		44	1	61				15	6	2616	Kansas	
2	7	5	53	15	43	64	16	1	9	8	1	4		1	3				2	17	2	2260	Kentucky	
19	19	6	222	68	83	191	90	25	22	32	67	23	11	39	13	170	17	24	15	82	104	4243	Louisiana	
30	12	3	151	292	157	382	67	23	6	1	38	21	2	145	2	152			6	2	19	9	488	Maine
8	3	8	59	98	54	314	22	4	2	4	14	5	1	53		102			3	49	32	2365	Maryland	
4			56	19	21	171	11				5	1		153		146	1			36	39	6924	Mass'setts	
11	16	30	94	127	54	149	25		6	14	15	10		87	2	117	1	5	3	50	34	11328	Michigan	
			4	5	3	5								8		3		1	28			5142	Minnesota	
1	1	1	20	4	25	55	5	1						8		13		5	3	50	34	5773	Mississippi	
														24		18		3		9	3	6294	Missouri	
1	1	1	9	17	10	26	5		3	1	6	1		5		22		1				177	Montana	
																						1215	Nebraska	
																						604	N. Hamp.	
29	20	8	315	179	109	472	105	14	26	23	43	13	1	103	6	282	2	17	11	110	31	635	New Jersey	
2	1	2	84	20	47	118	30			2	19			100		90				1	4	8903	New York	
1			11	22	41	98	1				2			30		5		10	4	20	3	7022	N. Carolina	
7	3	9	90	105	65	256	29	4	9	6	10	8	1	27	6	58				9		1507	N. Dakota	
10	2		52	18	27	171	1	1		4	8	1		248		93		6	1	64	32	3904	Ohio	
5	4	5	25	44	70	104	18	2		1	2	9		118		67		1	1	25	7	6686	Oklahoma	
22	37	17	379	374	185	579	226	22	34	47	35	59	7	204	10	420	5	16	12	218	96	2722	Oregon	
4	3	23	25	16	28	29	19	4	5	3	7	3	2	15	2	26	1	5	2	8	27	13590	Penn'vania	
3			22	6	16	17	9				3			43		41						1006	Rh. Island	
1		1	24	23	36	113	2	1			4	1		26		22				6		2642	S. Carolina	
8	4	10	164	52	47	276	48							187		181		5		3	1	1699	S. Dakota	
			19	14	8	32	8	3		2	4			39		24				69	14	11687	Texas	
1	3	2	40	23	25	96	17		2	1	3			14		40				5	5	730	Utah	
4			2	24	15	21	33	9	1	8	3			57	1	76		3		27	17	3279	Virginia	
5	1	3	82	29	46	175	25	3	2	3	3			30		28	1			19	7	1475	Wash'gton	
			10	2	2	1	1							45	2	84	1	2	7	28	19	1285	W. Virginia	
2	1	89	19	14	18	21	2	4	2	3	4			10		6				1		2995	Wisconsin	
New York state, except the metropolitan district.																						207	Wyoming	
Among those enjoying																						1101	Dis. of Col.	

Topeka Garage Men Opposed to Delays In Repair Payments

TOPEKA, Kan., Jan. 6.—It's hard enough to collect small accounts now without encouraging further delays in payments. This is the consensus of Topeka garage men with regard to the possibility of increasing business by allowing car owners to pay their bills on extended time.

The only reason for making such a change in business policies, they say, would be in cases of overhaul of used cars or rehabilitation of wrecked cars, where the total bill runs up to \$100 or more. However, the garage men and used car men are united in the belief that the overhaul on a used car should be done before the car is sold instead of after. Then the repair bill is included in the selling price of the car and collected either in cash or installments, as the buyer arranges.

"As for rehabilitation jobs on wrecked cars the garage man almost always has to give extended time to the car owner," said J. E. Wilson of the Victory Garage. "But even then he must have credit sense and use it before starting the job instead of after. Any business man knows there are times when it's unsafe to give credit, no matter whether it's straight credit or installments."

"I always want installments on new or used cars to be so arranged that when the car needs repairs the owner will have paid for the car and can afford to pay for the repairs," said George Badders of the Ford Motors Company. "By that time I know what sort of pay my customers are and can give them credit accordingly. There's no need for installments on repairs."

"The man who attempts to sell a used car and then pile a big repair bill on top of it is foolish and making trouble and dissatisfaction for himself," said Noel V. Wood. "Let the used car buyer pay for those repairs on installments, but let those repair installments be hidden in the price of the car."

New Accessories

NO. 150 HEXET SET
The Blackhawk Manufacturing Company, Milwaukee, is marketing a socket wrench set designed especially for individual use of the car owner who makes occasional adjustments and minor repairs. These sockets are machined from solid bar steel and properly heat treated. The set consists of six sockets and one offset handle. It is packed in a compact metal case.

TO OPEN SHOW
Lowell, Mass., Jan. 6 (U. T. P. S.).—Gov. Alvan T. Fuller of Massachusetts will be present and open the 1926 Automobile Show here next month, which will be under the auspices of the Lowell Automobile Dealers' Association. The governor accepted the invitation sent to him by Dan O'Dea, Milo Hale and Arthur J. Cumiskey, the dealers' committee in charge of the show.

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Manufacturers of
THE WISE ACORN NUT
THE WISE INDUSTRIES
1033-43 Mt. Elliott
DETROIT, MICH.

CALIFORNIA AGATE INCREASING FORCE

Huntington Park, Cal., Jan. 6.—The California Agate Company has found it necessary to double the number of employees within the past six months. The number of machines has also been increased to handle the rapidly growing business.

According to the management of the company, agate marbles, onyx radiator caps for automobiles, and gear shift balls for automobiles, the products manufactured by them, are finding a growing demand.

IN NEW PLANT

Los Angeles, Cal., Jan. 6.—The Califelt Insulation Manufacturing Company is now in its new plant at

1615 McKee St., the principal structure of which is three stories in height and has a total floor space of 48,000 square feet. One of the products of the concern is automobile upholstery felts. This is made of hog hair, formerly considered a waste product of the packing houses.

OHIO A. A. J. A. MEETING

Columbus, O., Jan. 6 (U. T. P. S.).—The quarterly meeting of the Ohio Automotive Accessory Jobbers' Association will be held at the Nell House, Columbus, January 21 and 22 for the purpose of discussing matters pertaining to the accessory business. A large attendance is expected. Charles E. Justus, president of the association.

BECOMES SALES MANAGER OF PREST-O-LITE CO.

Indianapolis, Jan. 6 (U. T. P. S.).—The Prest-O-Lite Company of Indianapolis, division of the Union Carbide and Carbon Corporation, has announced the appointment of J. H. McDuffee as general sales manager of the Prest-O-Lite Company, directing storage battery and auto gas sales. Since his affiliation with the Prest-O-Lite Company Mr. McDuffee has been acting as assistant to the vice president. C. L. Myers, formerly assistant sales manager, has been appointed sales manager of the battery division, and will continue in direct charge of the battery sales organization. J. P. O'Donnell will be the sales manager of auto gas.

ity here. Among those enjoying special favor is the Stewart, which consists of a strip of hardened rubber which describes an arc across the glass and wipes back and forth, as the hand draws it up, and, and, by the power of a small motor.

EXPECT GOOD SEASON

Montic, Mich., Jan. 6.—The On Tire Cover Company of city, one of the city's newer enterprises, is preparing for a big season this month. The company manufactures a tire cover which is quickly and easily slipped on the spare tire. The concern is arranged with the Tung-Sol Company, Inc., of Boston, and Indianapolis to handle its products in those districts.

Credit Tire Sales Plan Works Well in Oakland

OAKLAND, Cal., Jan. 6.—The two time payment tire concerns operating here will close their year showing a nice profit with only a small percentage of bad accounts and a satisfactory profit and loss sheet.

Tires on time is an innovation here. The Credit Tire Company is completing its first year in business. This concern is devoted exclusively to the merchandising of rubber on the installment plan.

"Collections have been slow in some periods," says Manager Goldstein, of the Credit Company. "But over the entire year our losses have been comparatively small.

"Black sales periods have been stimulated through giving free tubes with tires. This arrangement carried us through July and August with a good average business.

"It is quite prevalent among credit buyers to be very exacting in the matter of adjustments, feeling, as they do, that they hold a certain leverage over the dealer through the unpaid balance. Usually, however, this caliber of man is behind in his payments and we do nothing in the way of adjustment until he corrects the delinquency—which he doesn't."

The Credit Tire Company handles the Hood line. They do no cash business.

Harry Druke, the other credit tire dealer here, has been in the rubber business only four months. He handles his retail tire establishment in connection with an auto loan business.

Druke reports less delinquency among tire buyers than among his automobile accounts. He retails the Silver Town cord line.

Regular tire dealers in Oakland do not dabble with installment business. They all have their regular thirty and sixty day accounts and prefer to do business on that basis.

Two K. C. Dealers Seem Uncertain of System

Kansas City, Jan. 6.—The two companies that have tried out time payments on tires in Kansas City are not certain that it is a good business proposition, although they agree that it brings in the sales.

T. Polhemus, manager of the Falls Rubber Products Company, says he started the plan a year ago, and in that time has sold approximately \$20,000 worth of tires on a time payment basis.

"Our time payment plan increased sales approximately 13 per cent.," Polhemus said. "We have sustained a loss of approximately 7 per cent. on the time payment sales. All such sales were made on a 20 per cent. increase over cash prices, so the year's business will show a nice profit."

Polhemus says he started his time payment plan largely as an experiment, to convince buyers of cheap tires that it was better to buy a high grade tire with 20 per cent. added to the cost as a time payment handling charge, than it was to buy cheap tires for cash.

"We are finding some disadvantages in the business, but the plan, as a whole, has worked," he continued.

The plan on which the company sells tires on time payments requires a down payment of at least one-fourth, with the balance in a maximum of four months, either in weekly, semi-weekly or monthly installments.

Two forms of contracts are used, where the customer has an established credit through the Retail Merchants Association, an order blank with note contract form is used, the terms of the sale being stipulated therein.

Where the person has no established credit an installment note and chattel mortgage form is used, the mortgage being on the motor car for which the tires are purchased and not the tires. "All buyers fill out an application for credit with references which

Boston Dealers Conclude Good Business Year

Boston, Jan. 6 (U. T. P. S.).—Despite the upset conditions in the rubber market and the drop in their sales the early part of last month due to tire price increases, distributors and dealers of tires here have closed their most successful year.

On all sides men who sell tires are optimistic for 1926. Many are now proceeding to stock up for the winter believing that the slump in the sale of tires has passed and that the public is beginning to realize that nothing is to be gained by holding off buying tires for a drop in rubber.

It will be a balloon tire year, dealers here believe, and the stocks on hand during 1926 will find a higher percentage of balloons and semi-balloons than last year. This percentage is steadily creeping up. The past year found the demand for tires between 30 and 40 per cent. for the balloon type.

The tire manufacturers in Massachusetts, Hood, Fisk and Converse report good business now with the demand from the South greater than ever and all factories working at full time with spring orders pouring in. The rubber situation is being closely watched and a drop in tire prices seems out of the question at this time.

The Hood Rubber Products Company has leased for a long term of years the first and second floors of the building at 595-603 Newbury St., in the automotive section of the city, for a branch of its automobile tire department.

Hard roads, caused by frost and ice, are making business for distributors with dealers in the country sections of New England. The demand for tires for the heavy passenger cars, such as Cadillac, Marmon, Packard, is the best of the year right now due to the use of chains on long trips out of the city over country roads. Truck tires too are selling better for this same reason as are tires for taxis and buses.

The Malden Auto Supply Company is getting its share of business and lining up many prospects on tires through an offer to re-link free, all Weed tire chains brought in. This gives the store attendants a chance to size up the applicant's tires and make a good guess as to the date he should be approached to buy new tires as well as chains.

is used as a basis for terms allowed.

"We have found that very few of the time payment customers become cash customers, but the majority of them come back and we make resales on a time-payment basis," Polhemus explains.

He said that the time-payment customers do not demand any more service than the cash customer, but some demand unreasonable adjustments. "And we have to make them or they won't pay," he said.

Polhemus said his trade prior to the installation of the time-payment plan was confined largely to commercial accounts so the customers represent strictly "new business."

The Block Tire Company also operates on a time-payment basis, the terms being \$1 down and \$1 per week. "We are auditing our books now to find out where we stand," a member of the office force of the company said. "We are undecided whether we will continue selling tires on a time payment basis or go back to a cash business."

TRIANGLE TIRE CO. AT SEATTLE HAS BEST YEAR

Seattle, Wash., Jan. 6 (U. T. P. S.).—The liberal payment plan of selling tires on credit is given as a cause for the best business in 1925 which the Triangle Tire Company of this city has ever enjoyed. They made a special holiday offer of an inner tube and tire cover for each of the tires purchased.

Other tire men of this section are planning for renewed activity to win back the tire market and place it on a more healthy basis during 1926. An aggressive advertising campaign will be pursued by the Columbia Tire Corporation of this section, and many messages will be announced soon after the first of the year.

FIRESTONE-APSLEY CO. AT HUDSON HAS BIG WEEK

Hudson, Mass., Jan. 6 (U. T. P. S.).—The Firestone-Apsley rubber factory payroll at their plant here was a record-breaking one last week. The amount paid out to employees was more than \$43,000. This is the largest sum ever paid out in a single week. Vice-President Charles H. Baker states that present indications are that 1926 will be a busy year and what is now a record-breaking payroll will soon be the normal weekly payment to employees. It will probably be increased when the proposed additions to the factory are completed.

India Tire Co. Will Give Radio Programs

Akron, O., Jan. 6.—The India Tire and Rubber Company of this city announces that it will be on the air every Monday and Friday for seventeen weeks with the India Owls, a ten-piece orchestra, and special entertainers.

India broadcasting will be done from station WADC, Akron, on a wave length of 268 meters. On Monday nights the India Owls will broadcast from 1 to 3 a. m. for the special benefit of the Pacific Coast, and on Fridays the program will be given from 10 to 11 p. m. On Mondays the India Owls will play dance music and opera selections; on Fridays dance music only.

DEALER OBJECTS TO USE OF PROPAGANDA FOR SALES

Hartford, Conn., Jan. 6.—While many local tire dealers have been making the most of the advance in prices to sell more tires, driving home the fact that there will be further advances, there is another class of dealer who will do nothing of the sort. J. J. Kennedy of the City Tire Company thinks it is bad business to bark away at the advance expected in the spring to make sales now.

PROSPECTS FOR '26 GOOD IN CANADA

Montreal, Jan. 6.—The opening of 1926 finds the rubber industry of Canada secure in its position as one of the leaders in Canadian trade and commerce, declares Vice-President and General Manager J. Westren of the Dunlop Tire and Rubber Goods Company, Ltd.

The industry, he continues, has been overshadowed during 1925 by the heights to which the price of crude rubber ascended. Production of motor tires, in which this company is the pioneer in Canada, has during the past year in the Dominion shown a considerable increase, notwithstanding that tires, generally, today are giving much longer service.

Increased tire exports have also meant a great deal to the industry in Canada, the exports for the eleven months being largely in excess of the same period in 1924.

Bicycle tire production remains steady, and it is interesting to note that there has been practically no falling off in the use of the bicycle over a period of several years.

Westren concluded with the view that the outlook for 1926 is very promising, as there is, in his opinion every indication that the price of crude rubber will react to more reasonable figures. Good business conditions are assured by the excellent crops just harvested.

—and Mr. Main of U. S. Bearings READS the A. D. N.!

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I enclose \$..... or I will send \$..... upon receipt of bill.

Name

Street

City State

SPECIAL NOTICE: Unless otherwise specified, deliveries are f.o.b. Indianapolis. Prices are subject to change without notice and made for prompt acceptance. All orders are accepted subject to delays, occasioned by accidents, strikes, fires or causes beyond our control. All agreements are subject to the acceptance of an executive officer of the company at Indianapolis. Goods cannot be returned without our consent.

Automotive Boom for Southern California Predicted for This Year

LOS ANGELES, Cal., Jan. 6.—Southern California dealers and distributors are confident that 1926 will exceed all expectations in the automotive field. Prospects are considered particularly bright for the truck industry.

Even southern Californians, optimistic as they are pictured as being, frankly admitted to the world that the fore-part of 1924 was not all that it might have been when placed alongside the figures of that bumper year 1923, when oil was king and the building industry its regal queen.

Within the past year southern California has most decisively stepped out of the home-industry class and is now competing with eastern industrial centers for the country's markets, as well as successfully expanding its field to the whole world, through the medium of its improved harbor.

Motion pictures continue to be Los Angeles's leading industry, nor is it likely that it will soon give away to any other industry. The coming year, it is predicted, will be the biggest in the history of films, this being based on the announcement of studios that more than \$65,000,000 will be invested in real estate, buildings, equipment and expansion. This figure is exclusive of the cost of making the 700 feature productions scheduled for 1926, besides the salaries of the cinema players and other workers. It is patent that additional trucks will be bought in new high quantities this year, not only for the transportation of properties, but extra people as well, to location.

The citrus growers of southern California had the biggest year ever experienced, and their buying power will be felt in the automotive business for months to come. New trucks for farm use, tractors, and better passenger cars will be purchased by these farmers in quantities hitherto unthought of.

The delivered value of the citrus crop was \$122,245,523, nearly 75 per cent. more than the 1924 crop. The crop in 1924 left many of the growers with barely enough to get through the year, left them unable to buy current farm necessities, so that it is felt certain that deferred automotive needs will be rapidly bought up. The 1925 walnut crop was valued at \$12,500,000 as contrasted with \$9,500,000 for 1924.

The activities in the Harbor-district continue unabated. More steamship lines are making it a port of call, more and bigger cargoes, are being discharged here, not only for local consignment but for the hinterland as well. This all means handling, much of it by heavy-duty trucks.

While, with the exception of the Signal Hill oil field, there is not the boom condition in the oil business that there was two years ago, it is still a big industrial factor throughout the southland. Oil companies are continuing to purchase big oil trucks for transporting the crude oil to the refineries.

More than 500 manufacturing concerns have located in the past year in Los Angeles city alone. This in itself is proving a live field for the truck dealers.

Whereas in past years the building permits drop off around the last of the year, they have held up well in practically every southern California city this year. Every business allied with the building industry is feeling this prosperity. Cement plants, clay products plants, planing mills, hardware manufacturers, paint grinders and ready-cut home manufacturers are all increasing their output to take care of the rush that is expected to come during 1926.

Practically every tire manufacturer on the Coast has increased production within the past two months, and some expect to increase that production still more. Truck factories, too, are running at capacity.

CHICAGO DEALERS EXPERIENCE BOOM

Truck Sales Finished Year With Rush; 1926 Looks Good

Chicago, Jan. 6.—In the midst of a season when many automotive dealers are suffering from a sales slump Chicago truck dealers reported one of the most prosperous seasons in years, with prospects for future business very bright.

The Diamond T Truck Company stated that the last week of December was an exceptionally fine period. F. H. Cady, sales manager, in discussing the situation said, "December just past was one of the best periods we have had, to my knowledge, within the last six or seven years. Sales mounted steadily from the first of the month until now we are working at top speed to fill orders, and with every indication that the sales will continue at this high level well into the new year."

"Not only are individual purchasers coming in steadily, but transportation companies, contractors and other users of trucks in numbers are buying as they have not done within the past five years. I cannot account for this situation other than the general optimistic tone of business in Chicago, which has permeated every line of industry. Prospects for the new year are the very brightest."

A. B. Brighton, sales manager of the Mack Truck Company, said that his organization was "more active in the final week of 1925 than it has been in the past two months. That week was at least 10 per cent. better than the same week of last year, which was a very good period, but it looks as if 1925 business would totally eclipse the 1924 record. I have every reason to believe that the general prosperity and success of the truck line will continue into the new year, and establish a record business."

General Motors Corporation was the only Chicago dealer to report a slump in sales. E. R. Frech, sales manager of the company, stated that a slight drop in business was noticeable during the week, but that there was no special cause for it. He expects that sales will pick up from now on and continue at a high level throughout 1926.

The Clydesdale Truck Company reported a good week, about even with the same week of 1924 as to sales volume, with very good prospects for new business with the first of the year and thereafter.

MAINE BUS OPERATORS MUST GET INSURANCE

Augusta, Me., Jan. 6 (U. T. P. S.).—Operators of motor vehicles carrying passengers for hire will have to deposit a bond or liability insurance to cover their passengers against injury or death before registration will be granted them in this state. This is slowing down the work of getting out 1926 registrations to the smaller firms and the individuals involved.

Under a law passed by the last Legislature, buses carrying up to sixteen passengers must file a bond or insurance from \$5,000 to \$20,000 according to the number of passengers carried. Those carrying more than sixteen passengers on any one trip must file a bond of not less than \$20,000.

YELLOW CAB TRANSFER AT PA. IS DELAYED

Philadelphia, Jan. 6 (U. T. P. S.).—The Philadelphia Rapid Transit Company did not take over the Yellow Cab Company of Philadelphia Saturday, as had been originally planned and announced.

The P. R. T. is asking an extension of its option to purchase the taxicab fleet until the city council as a whole passes on an ordinance approving a \$5,000,000 issue of new preferred 7 per cent. stock, whereby the transit company proposes to finance the deal.

City council's transportation committee, however, approved the plan by a vote of 9 to 1. It is believed action will be taken by council as a whole by or before January 14.

SHOW DATES SET

Rochester, N. Y., Jan. 6.—The eighteenth annual Automobile Show of the Rochester Automobile Dealers' Association will be held at Edgerton Park during the week of January 25 to 30. R. D. Burch is president of the association, and Robert J. Menzie is executive secretary and show manager.

Savannah Jitney Lines Out at End of New Year

Savannah, Ga., Jan. 6.—After a strenuous life of two years, with many vicissitudes, the jitney lines went out of business here with the close of the year. Council, on expiration of licenses, declined to renew them for another year.

Almost coincidentally, the electric company installed a big bus line in the southern part of the city to take the place of the 54th street car line, and a similar bus was placed in operation from the city to the steamship terminals, to take the place of a short line of street railway there which has been abandoned.

ADD TWO NEW BUSES

Olympia, Wash., Jan. 6.—The Kay Bee Bus Company, operating a bus line between Grays Harbor and Centralia, has added two new twenty-two passenger motor buses to its fleet. The machines are valued at \$10,000 each, and have a maximum speed of 50 miles an hour. They will make three round trips daily.

TO GET NEW TAXICABS

Boston, Jan. 6 (U. T. P. S.).—Cummings Brothers of Charlestown will place an order for ten new taxicabs of the closed-in type after the first of the year. The concern maintains the cabs at three of the big hotels in the city, and besides does a large call business from its garage. It is at present operating Yellow cabs and it is quite likely will reorder the same.



It is High Time to Capitalize this Demand—

We had every reason to expect a hearty welcome for the new Six, but no amount of optimism could have foreseen a welcome so unqualified and emphatic.

Markets are spontaneously opening—prospects declaring themselves—in parts of the country we have never cultivated—never entered.

The car's surpassing beauty, its dash and distinction of line and appointment, its power, speed, ease and rugged brawn have caught the fancy of a wealthy nation. Leadership in the fine car field is now simply a matter of time.

Facilities for greater and greater output approach completion.

Co-operation of a vigorous and striking character awaits the men or companies that elect to represent us on certain important sectors of the firing line.

Write today to Director of Distribution, Detroit, Michigan, for full particulars.

In Texas, for instance—

This vast and prosperous State made 186,865 income tax returns last year. While there are 117,188 automobiles costing over \$1000 in operation, only 15,000 of these cost over \$2000. These figures, together with others in our possession, clearly indicate a very exceptional market for Wills Sainte Claire Motor Cars.

WILLS SAINTE CLAIRE, INC.
Marysville, Mich.



WILLS SAINTE CLAIRE



W. S. C., Inc.

Highway Activities in Many States

TO BUILD NEW ROADS

Salt Lake City, Utah, Jan. 6.—Utah will build 116 miles of road in 1926, according to the State Road Commission. This construction will cost nearly \$1,600,000. The money is largely from the counties supplemented by Federal aid. One hundred and five miles of road are now under construction.

TO SPEND \$58,000

Bismarck, N. D., Jan. 6.—A total of \$58,000 will be spent in maintenance work on North Dakota highways this year, according to T. G. Plomason, engineer in charge. He estimated that 2,700 miles of road is to be kept in good condition and estimated the cost of the work at \$169.63 a mile.

BUY SNOW PLOWS

Boston, Jan. 6 (U. T. P. S.).—State officials of New Hampshire have secured eleven motorized snow plows to keep the roads in that state clear this winter. These will operate on the principal arteries of traffic. The town officials in a dozen of the larger places in New Hampshire are considering buying motor equipment for snow clearing.

OPEN BIDS

Sacramento, Cal., Jan. 6.—The California Highway Commission has opened bids for paving of six miles of highway in Imperial county across the famous Sand Hills, a barrier that has interfered with travel since the days when early explorers and missionaries plodded their weary way into California over the old Spanish trail.

PLAN FIVE YEAR PROGRAM

St. Paul, Minn., Jan. 6.—Minnesota's 7,000 miles of improved state trunk highway system will be completed by 1931.

This is the prediction of Charles M. Babcock, state highway commissioner, in answer to queries by visiting delegations of automobile and business men from various parts of the state.

TAKE OVER HIGHWAYS

Sacramento, Cal., Jan. 6.—The California Highway Commission is preparing to take over for maintenance, in accordance with an act of the last legislature, approximately 1,711 miles of county highway located on state highway routes.

ASK LINCOLN MEMORIAL

Springfield, Ill., Jan. 6.—Construction of the Lincoln Memorial Highway as a lasting monument to the memory of the Emancipator over the route which he traveled by foot and horseback was discussed at a meeting of committees from Sangamon, Menard and Cass counties at Hotel Abraham Lincoln recently. Plans were discussed to have bills for the construction of the road introduced at the present session of Congress.

SPENDS \$146,634.32

Syracuse, N. Y., Jan. 6.—The report of County Superintendent of Highways in Oswego presented to the supervisors shows that the northern New York county spent \$146,634.32 for new highway construction last year and \$144,064.01 for maintenance. All towns in the county shared in the road improvements.

Allis-Chalmers Has One of Best Years

Milwaukee, Jan. 6.—November orders of the Allis-Chalmers Manufacturing Company exceeded \$3,166,000, which, with one exception, represented the best November business since 1920. The company booked more business in the eleven months ended November 30 than in all of 1924. For the five months ended November 30 bookings approximated \$200,000 a month more than billings.

Allis-Chalmers is developing products, which, added to its line of heavy machinery, will give greater diversity and help to increase orders.

Active business in the steel industry should help Allis-Chalmers line follows the cycle of general iron and steel production by from eight to ten months. Prospects that the railroads will buy equipment and other materials more freely also improve the prospects for Allis-Chalmers.

NEW TARIFF RATES

Berne, Jan. 6 (U. T. P. S.).—A decree has been issued by the Swiss Federal Council involving the following changes in tariff rates, in terms of francs per kilogram:

	Old Rate	New Rate
Chassis without body, without perforated holes, in the rough or primed, not painted, weighing each—		
Up to and including 1,700 kilograms.	40	120
More than 1,700 kilograms.	150	250
Cars, wholly or partly built, also chassis not included above—		
Cars for carrying persons, with body, weighing less than 2,200 kilograms, each	90	180
Others	150	250

No date is given for the enforcing of the new duties.

AFRICAN IMPORTS HIGH

Johannesburg, Jan. 5 (U. T. P. S.).—An interesting sidelight on the large number of American automobiles sold in South Africa during 1924-25, is provided by the information that Messrs. Williams, Hunt & Co., Ltd., Chevrolet dealers, sold and distributed over 1,800 cars for the twelve months.

Coming Automotive Events

JANUARY

- 10-12—New York City, National Automobile Show.
- 10-12—Waterbury, Conn., Waterbury Automobile Dealers' Association, annual auto show. Date not set.
- 11—New York City, National Automobile Dealers Association, third annual convention of the Atlantic Coast district.
- 11—New York City, National Automobile Chamber of Commerce, motor truck convention.
- 11-12—New York City, Second World Motor Congress for Foreign Automobile Officials.
- 11-12—Chicago, American Road Builders' Association Annual Convention.
- 11-12—New York City, Society of Automotive Engineers, annual dinner, Hotel Astor.
- 21-22—Buffalo, N. Y., Winter sectional meeting of the American Society for Steel Treating.
- 18-22—Newark, N. J., Nineteenth Annual Newark Automobile Show.
- 18-22—Philadelphia, Twenty-fifth Annual Automobile Show.
- 18-22—Cincinnati, Ohio, Automobile Show.
- 18-22—Milwaukee, Wis., Automobile Show.
- 18-22—Buffalo, N. Y., Twenty-fourth annual automobile show.
- 18-22—New York City, Twelfth National Motorcycle, Bicycle and Accessory Show, Madison Square Garden.
- 18-22—Columbus, Ohio, Columbus Automobile Dealers' Association, Motor Hall Show.
- 18-22—Elmira, N. Y., Elmira Automobile Dealers Association, Sixteenth Annual Auto Show.
- 19-21—Buffalo, N. Y., American Petroleum Institute, winter sectional meeting.
- 19-21—Los Angeles, Calif., American Petroleum Institute, sixth annual meeting.
- 21-22—Detroit, Michigan Independent Oil Men's Association.
- 21-22—Los Angeles, Calif., American Society for Steel Treating, sixth annual meeting.
- 23-26—Montreal, Canada, Annual Motor Show.
- 23-26—Cleveland, O., Cleveland Automobile Manufacturers and Dealers' Association, automobile show.
- 23-26—Baltimore, Md., Twentieth Annual Automobile Show.
- 23-26—Detroit, Mich., Twenty-fifth Annual Automobile Show.
- 23-26—Brooklyn, N. Y., Fifteenth annual automobile show.
- 23-26—Scranton, Pa., Scranton Motor Trades Association Auto Show.
- 23-26—Lowell, Mass., Twelfth Annual Automobile Show of Lowell Automobile Dealers Association.
- 26—American Road Builders' Association, Good Roads Week.
- 26-27—Detroit, Mich., Society of Automotive Engineers, annual meeting.
- 27—Detroit, Michigan Highway Association.
- 27—Detroit, Michigan Automotive Trades Association Sixth Annual Convention.
- 30-Feb. 6—Washington, D. C., Automobile Show.
- 30-Feb. 6—San Francisco, Cal., Tenth Annual Pacific Automobile Show.
- 30-Feb. 6—Chicago, Eleventh Annual Automobile Salon, Hotel Drake.
- 31-Feb. 6—Chicago, National Auto Show.

FEBRUARY

- 2-6—Denver, Col., Denver Automobile Dealers' Association, annual show.
- 2-6—Atlantic City, N. J., Atlantic City Auto Dealers' Association, annual show.
- 3-6—Springfield, Ill., Seventh Annual Show.
- 3-6—Springfield, Ill., Illinois Automotive Trade Association, annual convention.
- 6-13—Providence, R. I., Rhode Island Automobile Dealers' Association, annual automobile show.
- 6-13—Minneapolis, Minn., Minneapolis Automobile Trade Association, Northwest automobile show.
- 8-12—Schenectady, N. Y., Annual Automobile Show.
- 21-22—Omaha, Neb., Automobile Show.
- 20-27—Los Angeles, Automobile Show.
- 14-20—Des Moines, Iowa, Automobile Show.
- 20-27—Albany, N. Y., Annual Automobile Show.

CURRENT PRICES OF PASSENGER CAR MODELS

AXAX—6-cyl. 108 W. B.	
5 Touring	\$1,365
5 Sedan	\$1,365
APPERSON—6-cyl. 120 W. B.	
5 Touring	\$1,575
5 Sedan	\$1,575
APPERSON—Straight 8-cyl. 130 W. B.	
5 Touring	\$1,995
5 Sedan	\$1,995
AUBURN—6-cyl. Model 66, 120 W. B.	
5 Touring	\$1,395
5 Sedan	\$1,395
AUBURN—8-cyl. 120 W. B.	
5 Touring	\$1,975
5 Sedan	\$1,975
BUICK—6-cyl. Standard Six, 114½ W. B.	
5 Touring	\$1,150
5 Sedan	\$1,150
BUICK—6-cyl. Master 6, 120 W. B.	
5 Touring	\$1,250
5 Sedan	\$1,250
BUICK—6-cyl. 128 W. B.	
5 Touring	\$1,495
5 Sedan	\$1,495
CADILLAC—Standard, 132 W. B.	
5 Touring	\$2,995
5 Sedan	\$2,995
CADILLAC—8-cyl. Custom, 135 W. B.	
5 Touring	\$3,250
5 Sedan	\$3,250
CASE—Model X, 122 W. B.	
5 Touring	\$1,595
5 Sedan	\$1,595
CASE—Model J. I. C., 122 W. B.	
5 Touring	\$1,885
5 Sedan	\$1,885
CASE—Model Y, 132 W. B.	
5 Touring	\$2,225
5 Sedan	\$2,225
CHANDLER—123 W. B.	
5 Touring	\$1,545
5 Sedan	\$1,545
CHEVROLET—Superior, 103 W. B.	
5 Touring	\$1,510
5 Sedan	\$1,510
CHRYSLER—6-cyl. 112½ W. B.	
5 Touring	\$1,395
5 Sedan	\$1,395
CHRYSLER—4-cyl. 109 W. B.	
5 Touring	\$1,395
5 Sedan	\$1,395
CLEVELAND—6-cyl. 108½ W. B.	
5 Touring	\$1,095
5 Sedan	\$1,095
CLEVELAND—6-cyl. 115 W. B.	
5 Touring	\$1,095
5 Sedan	\$1,095
CUNNINGHAM—6-cyl. 132 W. B.	
5 Touring	\$1,500
5 Sedan	\$1,500
CUNNINGHAM—6-cyl. 142 W. B.	
5 Touring	\$1,650
5 Sedan	\$1,650

DAVIS—6-cyl. Model 90, 115 W. B.	
5 Phaeton	\$1,395
5 Touring	\$1,395
5 Sedan	\$1,395
DAVIS—6-cyl. Model 91, 118 W. B.	
5 Phaeton	\$1,695
5 Touring	\$1,695
5 Sedan	\$1,695
DIANA—8-cyl. 125½ W. B.	
5 Phaeton	\$1,895
5 Touring	\$1,895
5 Sedan	\$1,895
DODGE BROS.—4-cyl. 116 W. B.	
5 Touring	\$1,375
5 Sedan	\$1,375
ELCAR—4-cyl. 116 W. B.	
5 Touring	\$1,095
5 Sedan	\$1,095
ELCAR—6-cyl. 127 W. B.	
5 Touring	\$1,295
5 Sedan	\$1,295
ESSEX—6-cyl. 110½ W. B.	
5 Touring	\$1,395
5 Sedan	\$1,395
FLINT—6-cyl. Model 40, 115 W. B.	
5 Touring	\$1,195
5 Sedan	\$1,195
FLINT—6-cyl. Model 55, 120 W. B.	
5 Touring	\$1,595
5 Sedan	\$1,595
FORD—4-cyl. Model T, 100 W. B.	
5 Touring	\$1,295
5 Sedan	\$1,295
FRANKLIN—6-cyl. Model 11-A, 119 W. B.	
5 Touring	\$1,295
5 Sedan	\$1,295
GARDNER—6-cyl. 117 W. B.	
5 Touring	\$1,395
5 Sedan	\$1,395
GARDNER—8-cyl. 125 W. B.	
5 Touring	\$1,995
5 Sedan	\$1,995
GRAY—4-cyl. Model O, 104 W. B.	
5 Touring	\$1,295
5 Sedan	\$1,295
HUDSON—Super Six, 127½ W. B.	
5 Touring	\$1,650
5 Sedan	\$1,650
HUPMOBILE—4-cyl. Model R, 115 W. B.	
5 Touring	\$1,295
5 Sedan	\$1,295
HUPMOBILE—6-cyl. 114 W. B.	
5 Touring	\$1,295
5 Sedan	\$1,295
HUPMOBILE—8-cyl. Model E, 118½ W. B.	
5 Touring	\$1,795
5 Sedan	\$1,795
JEWETT—6-cyl. "New Day"	
5 2-Door Sedan	\$1,095
5 4-Door Sedan	\$1,400
5 Touring	\$1,320

JORDAN—8-cyl. 125½ W. B.	
5 Touring	\$2,765
5 Sedan	\$2,765
JORDAN—8-cyl. 116 W. B.	
5 Touring	\$1,695
5 Sedan	\$1,695
KISSEL—6-cyl. De Luxe Model 55, 121 W. B.	
5 Phaeton	\$1,595
5 Touring	\$1,595
5 Sedan	\$1,595
KISSEL—6-cyl. De Luxe Model 55, 121 W. B.	
5 Phaeton	\$1,595
5 Touring	\$1,595
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KISSEL—6-cyl. De Luxe Model 55, 121 W. B.	
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5 Phaeton	\$1,595
5 Touring	\$1,595
5 Sedan	\$1,595

G. M. SHOWS CASH AND SECURITIES OF OVER \$130,000,000

NEW YORK, Jan. 6.—After distributing to stockholders in dividends \$33,548,364, representing the regular and extra disbursements recently ordered, the General Motors Corporation has left in excess of \$130,000,000 in cash and securities. This fact is revealed in a letter sent to stockholders by President Alfred P. Sloan, Jr., under date of January 7. There is no indebtedness of any character other than current accounts, he points out.

"The strong financial position of the corporation and the present position of its various products are the results of five years' of consistent and earnest effort on the part of its organization to co-ordinate the financial, manufacturing, engineering, purchasing, research and sales activities of all its various operations. Each department of every unit has contributed its special experience for the benefit of all. General Motors has become an institution rather than a collection of individual units. While much has been accomplished, still more remains for the future."

Austin, Jan. 6.—Registrations in 1925 in Texas were: Passenger automobiles, 876,098; motor buses, 4,006; commercial cars, 87,537; trailers, 4,575; motorcycles, 2,760. Licenses were issued to 3,256 motor vehicle dealers and 13,077 chauffeurs. Cars transferred during the year numbered 234,307; the number of duplicates was 33,774. Income of the Highway Department from motor vehicle and other license fees was a little more than \$10,000,000.

Classified Advertising

HELP WANTED

DISTRICT MANAGER WANTED
Leading manufacturer of automotive accessories has an opening for a district manager about 30 to 35 years old. Must have car. Applicant must also have successful sales record and be capable of selling dealers and distributors. Connection is permanent and with the commission arrangement offered the first year's earnings would be \$10,000 to \$12,000 with a consistent increase each successive year. A good opening for a good man. If interested write, giving full information as to present position, to: **Box 95, Automotive Daily News.**

WANTED—Two auto salesmen, large commission, no salary; must have experience and good reference. Write Grillo Bros., Elmora, Pa.

Previous, 1925				NEW YORK STOCK EXCHANGE				
High	Low	Div.		Sales	High	Low	Close	Change
20	13		Advance Rumely	100	18	18	18	+ 1/2
62 1/4	47	3	Advance Rumely pf.	100	58	58	58	—
15 1/2	9 1/4		Alax Rubber	1,400	11 1/4	10 1/2	10 1/2	— 1/2
97 1/4	71 1/4	6	Allis-Chalmers	4,000	92 1/2	90 1/2	91	— 1
109	103 1/4	7	Allis-Chalmers pf.	200	109 1/2	109 1/2	109 1/2	—
54 1/4	26 1/2		Am. Bosch Magneto	1,200	33	32	32 1/2	— 1/2
20	11 1/2	1	Am.-La France	700	15 1/2	15 1/2	15 1/2	—
			Am.-La France rts.	1,500	1/2	1/2	1/2	+ 1/2
44	27	1 1/2	Briggs Mfg. Co.	6,100	37 1/2	36	36 1/2	— 1 1/2
62	27 1/2	2	Chandler Motor	8,900	47 1/2	45 1/2	47 1/2	+ 1/2
253	108 1/4		Chrysler Corp.	14,600	218	212 1/2	213 1/2	— 3
			Chrysler Corp. new	40,800	54 1/2	53 1/2	53 1/2	— 1/2
15 1/2	8 1/4	80	Continental Motor	7,000	13	12 1/2	12 1/2	+ 1/2
48 1/2	21 1/2		Dodge Bros. A.	12,400	46 1/2	45 1/2	45 1/2	— 1
91 1/2	70 1/2	7	Dodge Bros. pf.	1,100	87 1/2	87 1/2	87 1/2	—
10 1/2	5 1/2	2	Eaton Axle & Sprin.	2,600	30 1/2	29 1/2	29 1/2	— 1/2
8 1/2	6 1/2		Electric Stor. Battery	800	73 1/2	73 1/2	73 1/2	— 1/2
26 1/2	8		Emerson-Brant pf.	300	23	22	22	— 1/2
125	60 1/2	5	Fisher Body	8,700	104 1/2	101 1/2	102 1/2	— 2 1/2
28 1/2	10 1/2		Fisk Rubber	4,300	25 1/2	24 1/2	24 1/2	— 1/2
10 1/2	7 1/2	3	Fisk Rubber 1st pf.	300	11 1/2	11 1/4	11 1/4	— 1/2
12 1/2	28 1/2	7	Gabriel Snubber A.	6,000	41 1/2	40 1/2	41	+ 1/2
16 1/2	4 1/2		Gardner Motor	900	8 1/2	8 1/2	8 1/2	— 1/2
149 1/4	64 1/2	12	General Motors	47,400	127 1/2	123 1/2	123 1/2	— 3 1/2
116 1/2	102 1/2	7	General Motors 7 1/2 pf.	300	114 1/2	114 1/2	114 1/2	+ 1/2
26 1/2	12 1/2	2	Gildden Co.	4,400	24 1/2	23 1/2	24	— 1/2
10 1/2	36 1/4	4	Goodrich	1,600	65	63 1/2	64	— 1 1/2
107 1/2	92 1/2	7	Goodrich pf.	260	97	96 1/2	97	— 1/2
114 1/2	86 1/2	7	Goodyear T. & R. pf.	700	74 1/2	74 1/2	74 1/2	— 1/2
109	103	8	Goodyear T. & R. pf pf	190	106	106	106	—
49 1/2	30	3.50	Hayes Wheel	1,100	45 1/2	45 1/2	45 1/2	— 1/2
139 1/2	33 1/2	3	Hudson Motor Car.	42,300	122	117 1/2	118 1/2	— 4 1/2
31	14 1/2	1	Hupp Motor Car.	12,600	28 1/2	26 1/2	27 1/2	— 1
65	35 1/2	3.50	Indian Motorcycle	100	15	19	19	— 1/2
61	32 1/2		Jordan Motor Car.	5,000	52 1/2	50 1/2	50 1/2	— 2 1/2
21	32 1/2		Kelly-Springfield	2,800	19 1/2	18 1/2	18 1/2	— 1/2
74	41		Kelly-Springfield ks pf.	100	72	72	72	+ 1
124	87	6	Kelsey Wheel	200	118 1/2	118 1/2	118 1/2	— 1/2
19	11 1/2		Lee Rubber & Tire	700	14	13 1/2	13 1/2	— 1/2
22	117		Mac Trucks	8,700	154	152	154 1/2	— 3 1/2
13 1/2	10 1/2	2						

Sales	Open	High	Last	Net
25 Auburn Auto	52½	52½	52½	—
3000 Auto-Clevo Auto	42½	42½	42½	—
3000 Durant Mot	13½	13½	13½	—
300 Elec Auto-L	74	73½	73½	—
1500 Fagel Mot	10	9½	10	+
400 Federal M T	37½	37½	37½	+ 1½
20 Ford M C	621	621	621	—
2000 Franklin	82½	82½	82½	—
1000 Goodyear	37½	37½	37½	—
200 Midland St.	47½	47½	47½	—
200 Miller R n	39½	39½	39½	+
20 Miller R p 100	160	160	160	—
1000 Reo Motor	24½	24½	24½	—
1100 Rep M T ctf	8½	8½	8½	—
1500 Rickben Mot	7½	7½	7½	—
200 Splitt B E	43½	43½	43½	—
1800 Stutz Motor	35½	34½	34½	- 1½

Sales	High	Low	Last
3400 Auburn Auto ...	54 3/4	51 1/4	52 1/2
100 Bendix Corp	31 1/2	31 1/2	31 1/2
800 Cont Motors	13 1/4	12 7/8	13
900 Hupp Motor	28	27	27

Current Commodity Prices

New York, Jan. 6.—Crude rubber prices continue to ease off. The reaction, which seems to be due to a withdrawal of consumer interest, is accentuated by weakness in the London market. The shortage in semi-finished steel is approaching the point where manufacturers with a surplus billet and sheet bar output will be able to ask higher prices. The market has been getting steadily firmer. The gasoline market is dull and unchanged.

Semi-Finished—Gross Tons		
Billets, rerolling.....	\$35.00	36.00
Billets, forging.....	40.00	41.00
Steel bars (hot rolled).....	1.90	2.00
Plates (hot rolled).....	1.60	1.70
Blue annealed sheets.....	2.50	2.60
Black sheets.....	3.35	3.40
Auto body.....	4.40	4.50
Bands.....	2.40	2.50
Cold rolled strip.....	3.75	3.80
Hot rolled strip.....	2.20	2.30
Pig Iron, Basic—		

IRON AND STEEL SCRAP	
(Buying prices, f. o. b., New York.)	
Heavy melting steel.....	\$12.00a13.00
Machine shop turnings.....	9.50a10.00
Cast iron borings.....	9.50a10.50
No. 1 cast scrap.....	16.00a17.00

Base prices, cents per pound, f. o. b., mill.	
High brass sheets.....	19 1/4 —
Copper, in rolls.....	21 1/4 —
Zinc, spot, New York.....	9.00a 9.05
Lead, spot, New York.....	9.25a 9.35
Aluminum, virgin 98a99%.....	28 a 29

High brass	24.76
Copper	24.76

RODS

High brass (round 5/8 to 2 1/2 in.)	16 7/8 a —
Copper rods round	22 1/4 a —

Following are dealers' buying and selling prices for large quantities, f. o. b. cars, New York:—			
Heavy machinery com.	3%a9%	10%a11%	
New brass clippings..	8%a9%	10%a10%	
Auto radiators	6%a7%	7%a8%	
Brass, heavy	7%a7%	8%a8%	
Brass, light	6%a7%	7%a7%	

20 Midland St Prod	48	48	48
200 Reo Motor	25 1/2	24 3/4	25
4000 Stewart-Warner . .	92	89 3/4	89 3/4
100 Yellow T C B . . .	32 1/2	31 1/4	31 1/4
111 Yellow T C pf . . .	93 1/2	93 1/2	93 1/2
1050 Yellow Taxi	49 1/2	49	49

600 Autobody	4	3	4
500 C G Spring	12	12	12
250 Cont Motors	13	13	13
100 Edmund & Jones	31 1/2	31 1/2	31 1/2
100 Federal Motor	38	38	38
1800 Hall Lamp	15	14 1/2	15
2115 Packard	43	42 1/2	42 1/2
1075 Paige	27 1/2	27	27
408 Reo Motor	25	24 1/2	24 1/2
505 Timken Axle	9 1/2	9 1/2	9 1/2

	Bid	Asked
Firestone	115	120
Firestone 6s pf.....	99	100
Firestone 7s pf.....	99	100
Goodyear	38	39
Peerless	32	35

Detroit, Jan. 6.—Changing over to new and improved models has greatly increased Ford Motor Company's purchases of supplies and materials. The new all-steel bodies alone meant an increase in body steel requirements of over 38,000 tons a year. Changing location and enlarging gasoline tank required an additional 2,000 tons, and the new type of running board and shield required 5,000 extra tons of steel.

required 5,000 extra tons of steel. Enlarging rear wheel brakes meant 13,000 extra tons of cast iron 10,000 additional tons of steel and 2,500 miles additional asbestos brake lining.

Production of closed cars in colors will require 100,000 gallons of color enamel yearly. Nickered radiator shells for closed cars require 125 tons of pure nickel anodes.

New York, Jan. 6.—Stockholders of the Intercontinental Rubber Company have approved a plan for the reorganization of that company and the Intercontinental Rubber Products Corporation. The Intercontinental Rubber Company will be dissolved and its assets distributed in the form of stock of the Products Corporation and in cash. It is then proposed to list the new distribution on the New York Stock Exchange.

George H. Carnahan, president of the company, in a statement to stockholders, said that the Intercontinental was the only American-owned and American-managed company engaged solely in the production of crude rubber and that as a result of research and experimentation in the last fifteen years the company was now able to produce under cultivation in the United States the rubber-bearing guayule shrub on a commercial and profitable basis under normal prices.

Automotive Daily News BUYERS' DIRECTORY and GUIDE

Reference List of Prominent Automotive Associations

National Standard Parts Association
310 Hofman Blvd., Detroit, Mich.

BUFFALO WIRE WHEELS

Wire Wheel Corporation of America
Buffalo, N. Y.

AUTOMOTIVE STEEL BUYING NOW MAJOR FACTOR IN MARKET

Supplants Railroads as Determining Consumer, Analysis Shows

NEW YORK, Jan. 6.—While the steel requirements of the automotive industry were establishing new records in 1925, the railroad demand proved to be the smallest, relatively, in four years. As a result, the automotive industry supplanted the railroads in leadership, determining the breadth of the steel market. The railroads failed to sustain their traditional leadership as the controlling consumer of steel.

These facts are disclosed in the annual analysis of the steel market made by the Iron Trade Review. In tonnage, the steel demand from the railroads was even below 1923, when the volume of all demands for steel was light. Building construction just about held its accustomed place as a major market factor.

Returns received from producers representing 83.76 per cent. of the steel ingot capacity of the United States show a total of 26,802,616 tons of finished material so divided as to ultimate purpose. This indicates a gross production of finished steel in the country in 1925 of approximately 33,780,000 tons, the greatest ever recorded.

In 1925 the automotive industry, comprising production of automobiles, trucks, tractors and other affiliated activities, absorbed 14.58 per cent. of the total output of finishing mills, compared with 11.37 per cent. in 1924.

PUNCTURE CURE

EEZEE Puncture Cure

Spells death to punctures and slow leaks. Special discount to dealers. Write

EEZEE MFG. CO.
1111 S. Broad, Phila., Pa.

Use this directory section to let the industry know where you are and what you have to sell.



Here are the New prices!

	Old Prices	New Prices
Touring Car - - -	\$ 875	\$795
Roadster - - -	855	795
Type-B Sedan - - -	1045	895
Special Type A Sedan	1280	1075
Coupe - - - - -	960	845
Panel Commercial Car	960	885
Screen Commercial Car	885	810
Chassis - - - - -	730	655

f. o. b. Detroit

These new prices apply to a product that is far and away the finest Dodge Brothers have ever produced. They are made possible by a \$10,000,000 expansion program, which practically doubles production and materially reduces the cost of manufacture.

DODGE BROTHERS MOTOR CARS

